## ARKANSAS DEVELOPMENT FINANCE AUTHORITY BOARD OF DIRECTORS MEETING





Thursday, July 17, 2025

### ARKANSAS DEVELOPMENT FINANCE AUTHORITY BOARD OF DIRECTORS PUBLIC MEETING

Department of Commerce, 1 Commerce Way, Little Rock, AR Central High/Old Mill Meeting Room

> Thursday, July 17, 2025 1:00 PM

#### AGENDA FOR PUBLIC MEETINGS

| I.   | ROLL CALL AND NOTE OF ABSENCES.   |
|------|---|
| II.  | MINUTES: ADFA Board of Directors Meeting - May 15, 2025   |
| III. | PRESIDENT'S REMARKS   |
| IV.  | OTHER BUSINESS TAB 3  |
|      | <ul> <li>Board Committee Reports:</li> <li>Asset Commitment Committee, Presented by Committee Chair, Jon Chadwell</li> <li>Investment and Administration Committee, Presented by Committee Chair, George O'Connor</li> <li>Housing Review Committee, Presented by Committee Chair, Rod Coleman</li> </ul> |
| v.   | PRICING OVERVIEW: Verbal Report - Presented by Raymond James  |
| VI.  | CONDUIT RESOLUTION: Providence Academy Project - Presented by Gordon Wilbourn, Kutak Rock   |
| VII  | ADFA STAFF BOARD REPORTS: TAB 6 President Fiscal Development Finance Homeownership ASLA Communications  |

#### ADJOURNMENT:

The next regular ADFA Board of Directors meeting is scheduled for Thursday, August 21, 2025, ADFA, Arkansas Department of Commerce, 1 Commerce Way, Little Rock, Arkansas.

## TAB 1

#### ARKANSAS DEVELOPMENT FINANCE AUTHORITY

#### **BOARD OF DIRECTORS MEETING**

MAY 15, 2025

DEPARTMENT OF COMMERCE, 1 COMMERCE WAY CENTRAL HIGH/OLD MILL MEETING ROOM LITTLE ROCK, AR

The Board of Directors of the Arkansas Development Finance Authority held its regularly scheduled Board Meeting Thursday, May 15, 2025, at 10:30 AM.

<u>ADFA Board Members Present:</u> Carey Smith, Chairman; Rod Coleman, Vice Chairman; Stephanie Garner; Andy Babbitt (Designee, Jim Hudson, Secretary, Department of Finance and Administration); Dr. Lee Lane; Seth Mims; George O'Connor; and Michael Harry (Designee, John Thurston, Arkansas Treasurer of State).

<u>ADFA Board Members Present Via Phone or Video:</u> Jon Chadwell; Harold Perrin; Denise Sweat; and Kirkley Thomas.

**ADFA Board Members Absent:** Katelyn Martin; Hugh McDonald, Cabinet Secretary of Department of Commerce.

ADFA Staff Present: Mark Conine, President, Arkansas Development Finance Authority; John Blackwell, Director of Tax Credits; Jake Bleed, General Counsel; Lori Brockway, Federal Housing Program Manager; Charles "Chuck" Cathey, Vice President, Development Finance; Kristy Cunningham, Chief Financial Officer; Paula Farthing, Loan Servicing Manager; Jason Bays, HOME Program Coordinator; Sean Doolin, Assistant Controller; Alisa Green, HOME-ARP Program Specialist; Tracy Green, Assistant Controller; Kimmy Helble, Executive Assistant to President and Capital Access Program Administrator; Hope Lewis, Controller; Derrick Rose, Director of Outreach and Communication; Megan Summitt, Internal Auditor; Tammy White, Compliance Manager; and Tony Williams, Director, Arkansas Student Loan Authority.

<u>ADFA Staff Present Via Phone or Video:</u> Robert "Ro" Arrington, Vice President, Homeownership and Public Finance; Cathy Ganaway, Senior Accountant; Lanita Hastings, HOME Program Coordinator; Carol Leek, HOME Program Coordinator; Yedda Matthews, Senior Accountant; and Jenise Tucker, Accountant.

Others Present: Glenda Dean, and Ben Ridings, Simmons Bank.

Others Present VIA Phone or Video: Edmond Hurst, Carty & Company, Inc.; Lydia Alston, and Casey Kleinhenz, Community Development of NWA; Paul Phillips, Crews & Associates, Inc.; Kathleen Orlandi, Hawkins Delafield and Wood, LLP; Gordon Wilbourn,

Kutak Rock; Michele Allgood, Mitchell Williams; Blake Bumgardner, PDC Companies; Ted Fellman, Raymond James; Traci Williams, Rockwell Housing Solutions; Nona McVey, and Lornea Wells, The McVay Firm, PLLC; and Matt Darst, Upward Housing Group.

#### NEW BUSINESS Minutes, Resolutions, Proposals and Appeals

Technical difficulties delayed the 10:30 AM start time of the ADFA Board of Directors meeting.

<u>Call to Order:</u> Chairman Smith called the ADFA Board of Directors Meeting to order at approximately 10:37 AM then requested roll call.

<u>President Remarks:</u> Mr. Conine noted that due to the lighter agenda, a Lunch-and-Learn session covering Federal Housing Programs would be presented by Ms. Brockway following the Board meeting.

Mr. Conine presented an option to return to the previous meeting layout for the July Board of Directors meeting meaning to help the Directors who have a longer drive time, the meeting would begin at 10:30 AM, the committee meetings would be convened in the morning session, then there would be a forty-five minute lunch break, followed by the public meeting.

Chairman Smith and Mr. Conine agreed this type of meeting layout may encourage a stronger professional attendance.

Mr. Conine concluded that if there were no objections, the July Board of Directors meeting would follow this layout on a trial basis.

ADFA Board Minutes: Chairman Smith noted the Board meeting minutes from the April 17th meeting had minor change; the minutes to be considered was not the set in the Board book, but the set presented as a handout.

Chairman Smith said the purpose of the change was to clean up Mr. Fellman's language regarding the Bond Issue, the paragraph needed to be more concise. No other changes were made.

Chairman Smith entertained a motion to accept the resubmitted minutes from the April 17th Board meeting.

Mr. Coleman made a motion to accept the minutes as resubmitted.

Mr. O'Connor seconded the motion. The motion passed.

#### AUTHORIZING RESOLUTION: ADOPTING AND APPROVING A SERIES RESOLUTION OF SINGLE FAMILY MORTGAGE REVENUE BONDS, 2025 SERIES B:

Chairman Smith noted that there were two replacement documents provided to the Board of Directors as a handout for the upcoming proposed Single Family Mortgage Revenue Bonds, Series 2025 B.

Chairman Smith yielded the floor to Ms. Orlandi for the proposal of the Single Family Mortgage Revenue Bonds, Series 2025 B.

Ms. Orlandi asked that the Board to not pass the Resolution that was in the Board package with the explanation that initially the path that was going to be exercised was to have the Board authorize multiple bond issues at one time for a year; that was the Resolution in the Board package, it has since been determined that a standard process of having one bond issue approved at a time would be a more beneficial process.

Ms. Orlandi continued that Series B would be the fourth issue of the Mortgage Revenue Bonds for first-time homebuyers of low and moderate income, not to exceed \$65MM.

Ms. Orlandi stated the current request was for the consideration and approval of the Authorizing Resolution and the Series Resolution, 2025 Series B. The handouts provided at the beginning of the Board meeting reflected the standard process which delegated to the ADFA President, or in his absence, other senior staff, the ability to approve authorizing offering document, to execute a bond purchase contract, a continuing disclosure agreement as required by SEC rules and proceed with all of the normal aspects of a bond closing.

Ms. Orlandi yielded the floor to Chairman Smith and offered to answer any questions the Board may have.

Mr. Arrington shared that ADFA has originated \$46MM of the \$75MM that was closed two months prior, and should the pace continue, it was likely that ADFA would need to enter into the market before the next Board meeting. This process would grant ADFA the flexibility to enter into the market before the July Board meeting.

After a brief discussion, Chairman Smith entertained a motion to approve the Authorizing Resolution Adopting and Approving the Single Family Mortgage Revenue Bonds, 2025 Series B, not to exceed \$65MM, that was not in the book but was before the Board as a handout.

Mr. O'Connor made a motion to approve as presented.

Mr. Thomas seconded the motion. The motion passed.

<u>Discussion: Act 944 Transition Resolution</u>: Mr. Bleed stated legislation was adopted during the 95th Arkansas State Legislative session that clarified the role of ADFA ("the Authority") as an independent instrumentality to the state known as Arkansas Act 944 of 2025 ("the Act") and would become effective July 1st, 2025.

Mr. Bleed continued that ADFA wanted to inform the Board of the initial plans on the implementation of the new independence of the Authority as the process moved forward.

Before discussion of the resolution, Mr. Bleed provided clarity on what the Act did and did not do for the Authority. The Act would allow for ADFA to operate in a more independent manner from some of the limitations placed on all state agencies for budgets for procurement and other things, which was built for regulatory agencies, and agencies that were operated with the use of tax funds. ADFA was able to adopt some legislation which moved the Authority out from underneath that oversight structure. However, ADFA's mission will remain unchanged.

Mr. Bleed anticipated that, although the Act does not specify it, there would be more responsibility placed on the Board. Traditionally the Authority has had functions that have gone to the General Assembly or the state for approval, such as ADFA budgets, procurement, etc.. As new standards and new processes are developed, the Authority would need the oversight function of the Board, there would be additional business and responsibility that would be brought before the Board.

Mr. Bleed clarified that the resolution was a guideline document that ADFA wanted to bring before the Board so that the Authority and the Board were aligned for transitioning into the new ADFA.

Mr. Bleed noted that beginning July 1, 2025, until and unless the Authority adopted otherwise, ADFA would continue with the already established processes. Starting with July, ADFA would present its plans on how to administratively maintain the organization.

Mr. Bleed provided an estimated timeline of additional discussions and planning between ADFA and the Board for each division's success and processes and stated that the Board of Directors role would change by authorizing budgets, etc., and there would be more clarification on the ADFA President's role and authorization.

Mr. Bleed opened the floor for questions and discussion, to which after additional discussion Mr. Bleed stated that legally for tax-exempt financing and bonding it was necessary for ADFA to remain an instrumentality of the state and was not private sector but would be able to move at the speed of a private entity while operating publicly with disclosure.

Mr. Conine interjected that ADFA's independence and processes would be the focus of the 2025 ADFA Board Retreat, and as suggested by Mr. O'Connor, Mr. Conine agreed that a whiteboard meeting would be beneficial to consider the issues that Board and Staff propose.

After additional discussion, Chairman Smith proceeded to the next agenda item.

No action needed.

<u>ADFA Staff Board Reports:</u> Mr. Conine drew attention to the second page of his President's Report and noted that the Southeast Housing Agencies CFO Conference was hosted by ADFA's, Ms. Kristy Cunningham and Ms. Hope Lewis.

Mr. Conine stated there were thirteen or so states that formed a group to workshop together. Ms. Cunningham and Ms. Lewis hosted the group of CFOs and Controllers in Little Rock, to which Mr. Conine received feedback from some of the presidents and executive directors that stated their attendees had an exceptional time, exchanged invaluable collaboration, and felt welcomed here.

No action needed.

#### OTHER BUSINESS Committee Meetings and Reports to the Board

#### **Asset Commitment Committee:**

<u>Minutes:</u> Mr. Chadwell presented the Asset Commitment Committee minutes from the April 17, 2025 meeting. There were no comments or questions, and Mr. Chadwell entertained a motion to accept the minutes as presented.

Mr. Mims made a motion to accept the minutes.

Dr. Lane seconded the motion. The motion passed.

Action Item: SSBCI Small Business Loan Guaranty - Merchants and Planters Bank - PB&J's Café: Mr. Cathey stated the SSBCI Small Business Loan Guaranty program was one of the dedicated programs that was submitted to the U.S. Treasury to provide funding to underserved communities, small business, and rural communities. This request came from the Merchants and Planters Bank, which the Board should be familiar with as ADFA has worked with them before on Postmaster Spirits.

Mr. Cathey further stated that Merchants and Planters Bank was making a \$255,000 loan and requested a 50% guarantee from ADFA, which is ADFA's maximum guarantee, even

though SSBCI will allow guarantees up to 80%, ADFA is statutorily limited in this program to a maximum guarantee of 50%. This would mean that with the guarantee of \$127,500, ADFA would receive a 2% fee and the interest rate on the loan would be 8.5% with a 20-year amortization period with three-year fixed.

Mr. Cathey continued that approval of the guaranty would also count towards the required mandated distribution of \$20.7MM to Socially Economically Disadvantaged Individuals (SEDI) - Owned businesses and Very Small Business (VSB) enterprises over the life of the program.

Mr. Cathey noted that the small business owners of PB&J's Café, L.L.C., were long-term standing customers of the bank and highly respected at the bank. They had operated a food service truck and were looking to move into a full brick and mortar operation.

Mr. Chadwell confirmed that he had no interest in the business or the transaction.

After some additional discussion, Mr. Chadwell entertained a motion to approve the SSBCI Small Business Loan Guaranty to Merchants and Planters Bank for 50% (\$127,500) of the PB&J's Café, L.L.C., loan as proposed.

Ms. Sweat made a motion to approve.

Mr. Mims seconded the motion. The motion passed.

Action Item: City of Warren Land Financing: Mr. Conine stated the mayor of Warren contacted him about sixteen months prior due to the City had planned to expand with an industrial park in a nearby commercial property, which was 105.92 acres, and the objective of the land acquisition request would fulfill the City's needs. Due to legal restrictions on the City requiring full amortization of direct debt within a budget period of less than 2 years, the Bradley County Economic Development Corporation ("BCEDC") would be the borrower.

Mr. Conine clarified the transaction would be between ADFA and BCEDC, then BCEDC would lease the land to the city of Warren. The rents would go directly to ADFA, and ADFA would have the first mortgage on the property.

Mr. Conine stated the transaction was recommended for approval because it was more of a mission-based project to assist the City of Warren in an effort to acquire the land and utilize it as an industrial park. The recommendation was made without review by Staff Committee.

Mr. Conine opened the floor for questions and discussion.

Mr. O'Connor suggested that the language should be clear that if railroad cars were to be stored on the land, no railcars that contained or once had hazardous material should be stored on that property. Mr. Conine agreed that Mr. O'Connor had made a valid point.

Mr. Conine confirmed the loan amount was \$953,280 with a 3% interest rate, and 25 years fully amortized, and with an anticipated \$400,000 debt reduction to be applied shortly after the closing of the acquisition.

Mr. Chadwell entertained a motion to approve the City of Warren Land Financing action item.

Ms. Sweat made a motion to approve the City of Warren Land Financing action item.

Mr. Mims seconded the motion. The motion passed.

<u>Confidential Reports:</u> For information only. No action needed.

#### **Housing Review Committee:**

<u>Minutes:</u> Mr. Coleman presented the Housing Review Committee minutes from the April 17, 2025 meeting and entertained a motion to accept the minutes as presented.

Mr. O'Connor made a motion to accept the minutes.

Mr. Chadwell seconded the motion. The motion passed.

**Update: HOME-ARP - Deobligation of Supportive Services:** Ms. Brockway stated she and her team met with the HOME-ARP nonprofits and reiterated that they were to be at a 50% expenditure deadline but as they had not met the goal, ADFA deobligated \$1,850,883.82, two of the nonprofits self-deobligated another \$423,704.05 as they did not expect to reach the target for the next year.

Ms. Brockway further stated that every nonprofit organization was notified prior to the deobligation so they were aware.

Ms. Brockway continued that the new total for the Non-Congregate Shelter (NCS) projects after the transfer of \$2,274,587 from supportive services was \$5,215,666.47. The goal was to open up another application round for NCS housing.

Prior to opening another round of funding, ADFA would need the nonprofits that already had NCS housing to disclose whether they had a budget shortfall. Ms. Brockway anticipated that the new budget would be brought to the Board in July.

Ms. Brockway updated the Board that ARVAC, Inc. was approved for the ESG Program. This was previously discussed at the April 17, 2025, Board meeting.

For information only. No action needed.

<u>Updates: Federal Housing Programs:</u> Mr. Coleman requested an update on the NHTF projects that previously requested an extended deadline.

Ms. Brockway updated the Board that Cobblestone Farm Community was making progress and had received Certificate of Occupancies on quite a few of the units and expected the project to be completed timely.

Ms. Brockway continued that Patriot Park was still a work in progress and continued to work with the developer and felt that the timeline was going to work out.

Ms. Brockway stated Sunset Terrace had an issue, but ADFA was working with the developer towards a resolution.

Ms. Brockway added that she was hopeful that the aforementioned projects would be completed by their scheduled deadlines.

For information only. No action needed.

#### **ADJOURNMENT**

<u>Adjournment:</u> Being no further business, Chairman Smith adjourned the ADFA Board of Directors meeting at 12:04 PM.

Minutes approved and signed on this 15th day of May, 2025.

|                     | Carey Smith,          |
|---------------------|-----------------------|
|                     | Chairman of the Board |
| Mark Conine,        |                       |
| President/Secretary |                       |

## TAB 2

# ADFA PRESIDENT'S REMARKS

## TAB 3

# Other Business: Board Committee Reports

## TAB 4

## Pricing Overview

Presented by Ted Fellman, Raymond James

## TAB 5

#### RESOLUTION

#### (Providence Academy Project)

A RESOLUTION APPROVING AND AUTHORIZING THE MARKETING AND ISSUANCE OF NOT TO EXCEED \$35,000,000 ARKANSAS DEVELOPMENT FINANCE AUTHORITY EDUCATIONAL FACILITY REVENUE BONDS (PROVIDENCE ACADEMY PROJECT) FOR THE PURPOSE OF PROVIDING FINANCING FOR EDUCATIONAL FACILITIES; FIXING THE DETAILS AND PROVIDING FOR THE SECURITY AND PAYMENT OF SUCH BONDS; AUTHORIZING THE EXECUTION AND DELIVERY OF A BOND PURCHASE AGREEMENT; AUTHORIZING THE EXECUTION AND DELIVERY OF AN INDENTURE OF TRUST TO SECURE THE BONDS, AND THE DELIVERY AND EXECUTION OF A LOAN AGREEMENT AND OTHER RELATED DOCUMENTS; AND PRESCRIBING OTHER MATTERS PERTAINING THERETO.

WHEREAS, the Arkansas Development Finance Authority (the "Issuer") is authorized and empowered under the provisions of Act No. 1062 of the Acts of Arkansas of 1985, codified at Arkansas Code Annotated §§ 15-5-101 et. seq., as amended (the "Act"), to issue its bonds for the purpose of financing or refinancing the acquisition, construction, improvement or equipping of projects, either for a specific activity or for a particular project or on a pooled or consolidated basis for a series of related or unrelated activities or projects in such amounts as shall be determined by the Issuer for the purpose of financing various types of projects as enumerated under the Act, including educational facilities; and

WHEREAS, in accordance with the Act, the Issuer is now prepared to issue not to exceed \$35,000,000 in aggregate principal amount of its Educational Facility Revenue Bonds (Providence Academy Project) Series 2025 (the "Bonds") in one or more tax-exempt and/or taxable series to (a) provide permanent financing of the costs, in whole or in part, of (i) the construction, expansion, remodeling, renovation, improvement, furnishing and/or equipping of educational facilities to be located at 1501 Ladelle Avenue, Lowell, Arkansas 72745 and other capital improvements thereon, (b) funding, if required, a debt service reserve fund and other required reserves and capitalized interest with respect to the Bonds and (c) paying certain costs of issuance of the Bonds (collectively, the "Project"), and (b) to loan the proceeds of the Bonds to Providence Christian Ministries, Inc., dba Providence Classical Christian Academy, an Arkansas not-for-profit corporation (the "Borrower"), for these purposes; and

WHEREAS, the Issuer and Borrower will enter into a Loan Agreement to be dated on or after August 1, 2025 (the "Loan Agreement") pursuant to which the Issuer will loan the Bond proceeds to the Borrower under the terms set forth therein, including providing for loan payments by the Borrower of not less than debt service on the Bonds, and the Borrower shall deliver its Promissory Note (the "Note") to the Issuer in the principal amount of the Bonds, which Note shall be assigned by the Issuer to the Trustee for the benefit of the owners of the Bonds; and

WHEREAS, contemporaneous with the issuance of the Bonds, the Borrower and Wilmington Trust, N.A., as trustee (the "Trustee") will enter into an Indenture of Trust to be dated on or after August 1, 2025 (the "Indenture"), pursuant to which all of the Issuer's rights under the Loan Agreement (other than specifically unassigned rights of the Issuer) including the collateral and security interests will be assigned to the Trustee for the benefit of the owners of the Bonds; and

WHEREAS, the Bonds shall be limited obligations only of the Issuer and shall not constitute an indebtedness of the State of Arkansas (the "State"), or an indebtedness for which the faith and credit of the State is pledged, but shall be a special obligation payable solely from payments under the Loan Agreement and Note and any other amounts or collateral pledged under the provisions of the documents related to the Bonds; and

WHEREAS, in order for the Underwriter (as identified below) to offer and market the Bonds in a limited public offering, a preliminary limited offering memorandum setting forth information concerning the Bonds, the Borrower, the Project and the Issuer (the "Preliminary Limited Offering Memorandum") has been prepared; and

WHEREAS, the following documents now before this meeting have been prepared in connection with the issuance of the Bonds and have been reviewed by the Issuer's Chair, Vice Chair, President or one or more Vice Presidents, and Bond Counsel (as identified below):

- (a) the Preliminary Limited Offering Memorandum; and
- (b) a Bond Purchase Agreement (the "Purchase Agreement"), to be dated as of its date of execution, between the Issuer, B.C. Ziegler and Company (the "Underwriter") and the Borrower providing for the purchase of the Bonds; and
  - (c) the Indenture; and
  - (d) the Loan Agreement.

NOW, THEREFORE, BE IT RESOLVED by the Board of Directors of the Arkansas Development Finance Authority:

**Section 1.** There is hereby authorized the issuance of not to exceed \$35,000,000 in aggregate principal amount of the Issuer's Educational Facility Revenue Bonds (Providence Academy Project) Series 2025 (the "Bonds") in one or more tax-exempt and/or taxable series. The proceeds of the Bonds will be loaned to the Borrower and used for (a) the construction, expansion, remodeling, renovation, improvement, furnishing and/or equipping of educational facilities to be located at 1501 Ladelle Avenue, Lowell, Arkansas 72745 and other capital improvements thereon, (b) funding, if required, a debt service reserve fund and other required reserves and capitalized interest with respect to the Bonds (as defined herein) and (c) paying certain costs of issuance of the Bonds. The Bonds shall bear interest on a tax-exempt and/or taxable basis at an interest rate not to exceed a combined twelve percent (12.0%). The Bonds shall mature not later than July 1, 2065. The Bonds shall initially be issued in the form set forth in the Indenture and in denominations of \$100,000 and integral multiples of \$5,000 in excess thereof, shall be dated, shall be numbered, shall mature, shall bear interest and shall be subject to redemption prior to maturity, all upon the

terms and conditions to be set forth in the Indenture (hereinafter authorized) securing the Bonds. The Bonds are hereby approved in substantially the form contained in the Indenture submitted to this meeting, and the Chair and the President are hereby authorized and directed to execute and deliver the Bonds in substantially the form submitted to this meeting with such changes as shall be approved by such persons executing the Bonds, their execution to constitute conclusive evidence of such approval, and to cause the Bonds to be authenticated by the Trustee.

- **Section 2.** The Issuer hereby confirms and consents to the Borrower's request with respect to the Bonds for B.C. Ziegler and Company to serve as underwriter (the "Underwriter"), Kutak Rock LLP to serve as Bond Counsel ("Bond Counsel"), Nixon Peabody LLP to serve as Underwriter's Counsel, and Wilmington Trust, N.A., to serve as Trustee for the Bonds.
- **Section 3.** The Issuer is an "issuer of municipal securities" under Rule 15c2-12 under the Securities Exchange Act of 1934 (the "Rule").
- The President and the Chair are hereby authorized to review and approve Section 4. the Preliminary Limited Offering Memorandum, which, if applicable, shall be a final official statement, as such term is defined in the Rule, as of its date, except for the interest rates, underwriter's discount, offering prices, delivery dates, aggregate principal amount, principal amount per maturity, ratings and other terms of the Bonds depending on such matters. The Underwriter, upon final approval of the President and/or the Chair of the Issuer, is authorized to rely upon and to use the Preliminary Limited Offering Memorandum to market the Bonds to potential purchasers. The distribution of the Preliminary Limited Offering Memorandum in marketing the Bonds is hereby approved. There be, and there is hereby, authorized the distribution to various prospective and actual purchasers of the Bonds a final Limited Offering Memorandum in the name of the Issuer, describing Bonds, the Borrower, the Project and the Issuer, and setting forth such other information as may be determined to be necessary or desirable by the purchasers. The President or the Chair is authorized to execute such Limited Offering Memorandum on behalf of the Issuer and to confer with the Underwriter in order to complete the Limited Offering Memorandum in substantially the form of the Preliminary Limited Offering Memorandum submitted to this meeting with such changes as shall be approved by such person executing the document, with his execution to constitute conclusive evidence of such approval.
- **Section 5.** To prescribe the terms and conditions upon which the Bonds are to be sold and purchased, the Chair, Vice Chair, President or any Vice President of the Issuer are hereby authorized and directed, upon confirmation of the Borrower's acceptance or approval of the purchase price of the Bonds, to execute the Purchase Agreement. The Purchase Agreement is hereby approved in substantially the form submitted to this meeting, and the Chair, Vice Chair, President or any Vice President of the Issuer are hereby authorized to confer with the Borrower, the Underwriter and Underwriter's Counsel in order to complete the Purchase Agreement in substantially the form submitted to this meeting with such changes as shall be approved by such persons executing the document, their execution to constitute conclusive evidence of such approval.
- **Section 6.** To prescribe the terms and conditions upon which the Bonds are to be executed, authenticated, issued, accepted, held and secured, the Chair, Vice Chair, President or any Vice President of the Issuer are hereby authorized and directed to execute and acknowledge

the Indenture. Any officer of the Issuer is hereby authorized and directed to cause the Indenture to be accepted, executed and acknowledged by the Trustee. The Indenture is hereby approved in substantially the form submitted to this meeting, and the President and any Vice President of the Issuer are hereby authorized to confer with Bond Counsel, the Trustee and the Borrower in order to complete the Indenture in substantially the form submitted to this meeting with such changes as shall be approved by such persons executing the document, their execution to constitute conclusive evidence of such approval.

Section 7. There be, and there is hereby authorized the execution and delivery of the Loan Agreement by and between the Issuer and the Borrower providing for the financing of the Project, and the Chair, Vice Chair, President or any Vice President of the Issuer be, and they are hereby, authorized to execute, acknowledge and deliver the Loan Agreement for and on behalf of the Issuer. The Loan Agreement is hereby approved in substantially the form submitted to this meeting, and the Chair, Vice Chair, President or any Vice President of the Issuer are hereby authorized to confer with the Borrower and Bond Counsel in order to complete the Loan Agreement in substantially the form submitted to this meeting with such changes as shall be approved by such persons executing the documents, their execution to constitute conclusive evidence of such approval. Further, there is hereby authorized the acceptance of the Note from the Borrower to the Issuer as security for the obligations of the Borrower under the Loan Agreement. The assignment of the Loan Agreement and the Note to the Trustee as security for the Bonds is hereby authorized.

**Section 8.** The Chair, Vice Chair, President or any Vice President of the Issuer, for and on behalf of the Issuer, be, and they are hereby, authorized and directed to do any and all things necessary to effect the execution and delivery of the Indenture, the Purchase Agreement and the Loan Agreement by the Issuer, the performance of any obligations of the Issuer under and pursuant to the Indenture, the Purchase Agreement and the Loan Agreement, the issuance, execution, sale and delivery of the Bonds, and the performance of all acts of whatever nature necessary to effect and carry out the Issuer conferred by this Resolution. That the Chair, Vice Chair, President or any Vice President of the Issuer be, and they are hereby, further authorized and directed, for and on behalf of the Issuer, to execute all papers, documents, certificates and other instruments that may be required for the carrying out of such Issuer or to evidence the exercise thereof.

**Section 9.** The President of the Issuer, or his designee, is authorized to prepare and publish a notice of public hearing and conduct such hearing regarding the issuance of the Bonds in compliance with the provisions of Section 147(f) of the Internal Revenue Code of 1986, as amended, and the Arkansas Revenue Bond Act, Act No. 852 of the 1987 Acts of the General Assembly of Arkansas.

**Section 10.** The Secretary is hereby authorized and directed to file in the office of the Issuer, as a part of the minutes of the meeting at which this Resolution is adopted, for inspection, by any interested person a copy of the Indenture, the Loan Agreement, and the Purchase Agreement, and such documents shall be on file for inspection by any interested person.

**Section 11.** No recourse under or upon any statement contained in this Resolution, or in any Bond, or in any document that may be executed by the Issuer in connection with the issuance of the Bonds (the "Issuer Documents"), or under any judgment obtained against the Issuer or by

the enforcement of any assessment or by any legal or equitable proceeding by virtue of any constitution or statute or otherwise, or under any circumstances, shall be had against any employee, officer, or board member, past, present, or future, of the Issuer, either directly or through the Issuer, or otherwise, for the payment for or to the Issuer or any receiver thereof, or for or to any holder of any Bond, or otherwise, of any sum that may be due and unpaid by the Borrower upon any of the Bonds. Any and all personal liability of every nature, whether at common law or in equity, or by statute or by constitution or otherwise, of any such officer, as such, to respond by reason of any act or omission on his or her part, or otherwise, for, directly or indirectly, the payment for or to the Issuer or any receiver thereof, or for or to the owner or any holder of any Bond, or otherwise, of any sum that may remain due and unpaid upon any Bond, shall be deemed to be expressly waived and released as a condition of and consideration for the execution and delivery of the Issuer Documents and the issuance of the Bonds. The Issuer is a public instrumentality of the State of Arkansas, and as such, asserts all sovereign immunity rights under Article 5, § 20 of the Arkansas Constitution of 1874, as amended.

**Section 12.** For purposes of Arkansas Code Annotated §§ 16-115-101 *et seq.*, the President of the Issuer is hereby designated as the executive officer with the responsibility to confirm and effect the Issuer's compliance with the performance of the Issuer's obligations and duties pursuant to this Resolution, the Act, the Purchase Agreement, the Indenture, the Bonds, the Loan Agreement, and all Issuer Documents, papers, documents, certificates and other instruments ancillary and/or related to the purposes set forth therein or herein.

**Section 13.** The provisions of this Resolution are hereby declared to be separable, and if any section, phrase or provision shall for any reason be declared to be invalid, such declaration shall not affect the validity of the remainder of the sections, phrases and provisions.

**Section 14.** All resolutions and parts thereof in conflict herewith are hereby repealed to the extent of such conflict.

**Section 15.** This Resolution shall be in force and effect immediately upon and after its passage.

**APPROVED:** 

APPROVED: [July 17], 2025

|                                  | By:                |
|----------------------------------|--------------------|
|                                  | Carey Smith, Chair |
| ATTEST:                          |                    |
|                                  |                    |
|                                  |                    |
| By:                              |                    |
| Mark Conine, President/Secretary |                    |

## TAB 6

### PRESIDENT



#### Memorandum

To: ADFA Board of Directors

From: Mark Conine MC

Date: July 8, 2025

Subject: President's Report

#### Venture Capital Engagement

ADFA continues to actively engage with multiple venture capital funds interested in leveraging State Small Business Credit Initiative (SSBCI) funding to create new investment opportunities in Arkansas. We are seeing strong interest from both in-state and out-of-state funds looking to participate in Arkansas's growing entrepreneurial ecosystem. As these discussions progress, we expect to bring a couple of potential investment opportunities to the Board for consideration before the end of the calendar year.

#### • Private Activity Volume Cap Demand

As the administrator of the Private Activity Volume Cap for the State of Arkansas, ADFA has noted a significant increase in demand from private entities seeking tax-exempt financing. The size of individual requests has reached unprecedented levels. In response, ADFA is working diligently to balance support for economic development initiatives with the ongoing needs of our internal programs that greatly benefit Arkansans.

This surge in private investment interest reflects the strong business environment cultivated in Arkansas in recent years. Each request is being evaluated with care to ensure that all projects align with the state's best interests and deliver long-term benefits to Arkansans and their communities.

#### · Professional Outreach

On June 26, I had the opportunity to serve as an instructor for a forensic accounting and fraud investigations course hosted by the Arkansas Society of CPAs. The session drew twenty-seven Certified Public Accountants, all eager to enhance their expertise in these important areas.

#### 2025 Board Retreat

Please mark your calendars for October 16, 2025. ADFA staff are in the early planning stages for the 2025 Board Retreat, which will be held at the Red Apple Inn in Heber

Springs. In addition to the regular Board meeting, the retreat will include focused sessions to finalize updated policies and procedures related to personnel, procurement, and internal operations.

This retreat is an important opportunity for the Board to collaborate, share perspectives, and make key decisions that will strengthen ADFA's operations to fulfill our mission to the State of Arkansas.

## FISCAL



#### Memorandum

TO: ADFA Board of Directors

FROM: Kristy Cunningham, CFO

**DATE:** July 8, 2025

RE: July 2025 Board Meeting CFO Report

We will present the March 2025 quarterly financial presentation in the Financial Reporting & Operations Committee meeting.

I have attached the unaudited financial statements for the month ended March 31, 2025. The March 2025 Statement of Revenues, Expenses, and Changes in Fund Balance (income statement) reflects nine months of activity for FY25 (ending June 30, 2025). Actual combined revenues over expenses (<u>includes</u> venture capital programs, <u>excludes</u> inter-agency programs,) is a net income of \$23,199,859.

Note: The federal financial assistance "net" (revenues minus expenses) accounted for income of \$11,251,596, thus causing part of the overall net income of \$23,199,859. The federal financial assistance "net" is the difference between federal funds received and federal funds expended. It does not represent a true net operating income – it is a timing of funds received/expended. Also, federal funds received are used to fund repayable loans which are reported as loans receivable on the balance sheet and not expensed.

Accounting and loan servicing staff remain diligent in getting our financials current so we will be ready for the ADFA's year-end audit. Frost auditors were here last month for interim field work. They will return on August 18<sup>th</sup> for three weeks in person for final audit work. The draft audit reports will be presented at the October board meeting.

Accounting staff, Missy, Jake, and Mark have been very busy with the transition of payroll, employee benefits, accounts payable, budget drafts, and policies drafts due to the passage of Act 944 that became effective July 1. Staff are working hard to make all the changes correctly so all goes smoothly as well as maintaining daily duties and other projects. Accounting staff have been working many more hours trying to get all accomplished.

#### For Internal Purposes Only

Component

ARKANSAS DEVELOPMENT FINANCE AUTHORITY BALANCE SHEET - UNAUDITED MARCH 31, 2025

| ASSETS:   | SINGLE<br>FAMILY | FEDERAL<br>AND MULTI<br>FAMILY | ECONOMIC<br>DEVELOPMENT | GENERAL<br>FUND | TOBACCO<br>SETTLEMENT | STUDENT<br>LOAN<br>PROGRAMS | Unit VENTURE CAPITAL INVESTMENT TRUST FUND | TOTAL         |
|---|------------------|--------------------------------|-------------------------|-----------------|-----------------------|-----------------------------|--|---------------|
| Cash and cash equivalents   | 80,423,040       | 40,345,673                     | 95,841,139              | 68,934,771      | 411,238               | 41,113,838                  | 1,174,350                                  | 328,244,049   |
| Accounts receivable   | -                | 3,737,483                      | 33,951                  | 806,771         | 411,230               | 44,023                      | 1,174,550                                  | 4,622,228     |
| Accrued interest receivable   | 832,766          | 171,771                        | 838,617                 | 558,276         | 1,404                 | 457,156                     | -  | 2,859,990     |
| Accrued rent receivable   | -                | -                              | 194,721                 | 63,589          | ,                     | -                           | _  | 258.310       |
| Investments, at amortized cost  | 140,407,634      | -                              | 9,163,765               | 51,078,608      | -                     | 3,677,873                   | 23,239,539                                 | 227,567,419   |
| Loans receivable, at amortized  | -                | -                              | -                       | - ,,            | -                     | -                           | -,,  | -             |
| cost, net   | -                | 112,836,159                    | 150,739,842             | 50,281,820      | 67,276,598            | 17,961,922                  | 4,825,003                                  | 403,921,344   |
| Long Term Receivable  | -                | · -                            | -                       | · -             | -                     | -                           | · -  | -             |
| Real Estate Owned   | -                | -                              | -                       | -               | -                     | -                           | -  | -             |
| Deferred charges  | -                | -                              | -                       | 1,641,342       | -                     | -                           | -  | 1,641,342     |
| Direct Financing Leases   | -                | -                              | 121,275,958             | 2,789,891       | -                     | -                           | -  | 124,065,849   |
| GASB 87 Leases  | -                | -                              | -                       | -               | -                     | -                           | -  | -             |
| Capitalized Assets  | -                | 343,876                        | -                       | 3,087,216       | -                     | 2,014,644                   | -  | 5,445,736     |
| Other Assets  | ·                | -                              | -                       | -               | -                     | -                           | -  |               |
| TOTAL ASSETS  | 221,663,440      | 157,434,962                    | 378,087,993             | 179,242,284     | 67,689,240            | 65,269,456                  | 29,238,892                                 | 1,098,626,267 |
| LIABILITIES AND FUND BALANCES  LIABILITIES: Bonds and notes payable, net of unamortized discounts |                  |                                |                         |                 |                       |                             |  |               |
| and premiums  | 114,243,811      | 3,035,731                      | 287,388,372             | -               | 67,276,598            | -                           | 1,558,021                                  | 473,502,533   |
| Lease Liability GASB 87   | -                | -                              | -                       | 61,047          | -                     | -                           | -  | 61,047        |
| Accrued interest payable  | 1,256,685        | 27,209                         | 3,259,605               | -               | -                     | -                           | 5,159                                      | 4,548,658     |
| Accounts payable  | -                | 621,739                        | 6,455,255               | 3,980,792       | -                     | 102,036                     | 88,015                                     | 11,247,837    |
| OPEB and pension liabilities  | -                | -                              | -                       | 6,052,540       | -                     | -                           | -  | 6,052,540     |
| Deferred fees, advances,  | -                | -                              | -                       | -               | -                     | -                           | -  | -             |
| grants and credits  | 115,500,496      | 3,684,679                      | 41,451,059              | 1,471,461       | 412,642               | 102,036                     | 1,651,195                                  | 43,335,162    |
| Total liabilities   | 115,500,496      | 3,684,679                      | 338,554,291             | 11,565,840      | 67,689,240            | 102,036                     | 1,651,195                                  | 538,747,777   |
| FUND BALANCES   |                  |                                |                         |                 |                       |                             |  |               |
| Restricted by bond resolution   | 100 100 011      | 450 750 000                    | 00 500 700              |                 |                       | 00 450 770                  | 07.507.007                                 | 000 407 400   |
| and programs  | 106,162,944      | 153,750,283                    | 39,533,702              | 0.007.040       | -                     | 63,152,776                  | 27,587,697                                 | 390,187,402   |
| Invested in capital assets  | -                | -                              | -                       | 3,087,216       | -                     | 2,014,644                   | -  | 5,101,860     |
| Unrestricted  |                  | -                              | <u> </u>                | 164,589,228     | <u> </u>              |                             | <u> </u>                                   | 164,589,228   |
| TOTAL LIABILITIES AND FUND BALANCES   | 224 662 442      | 457 404 000                    | 270 007 000             | 470 040 004     | 67 600 040            | CE 000 450                  | 20 220 022                                 | 4 000 000 007 |
| DALANCES  | 221,663,440      | 157,434,962                    | 378,087,993             | 179,242,284     | 67,689,240            | 65,269,456                  | 29,238,892                                 | 1,098,626,267 |

#### For Internal Purposes Only

#### ARKANSAS DEVELOPMENT FINANCE AUTHORITY STATEMENT OF REVENUES, EXPENSES, AND CHANGES IN FUND BALANCE FOR THE NINE MONTH PERIOD ENDED MARCH 31, 2025 - UNAUDITED

| REVENUES:   | SINGLE<br>FAMILY    | FEDERAL<br>AND MULTI<br>FAMILY | ECONOMIC<br>DEVELOPMENT     | GENERAL<br>FUND                 | TOBACCO<br>SETTLEMENT | STUDENT<br>LOAN<br>PROGRAMS   | Component Unit VENTURE CAPITAL INVESTMENT TRUST FUND | TOTAL                               |
|---|---------------------|--------------------------------|-----------------------------|---------------------------------|-----------------------|-------------------------------|--|-------------------------------------|
|   |                     |                                |                             |                                 |                       |                               |  |                                     |
| Interest income: Loans and direct leases Investments Amortization of discounts                                | -<br>6,961,546<br>- | 788,388<br>1,052,135<br>-      | 7,437,312<br>1,123,167<br>- | 1,988,386<br>2,818,679<br>-     | 2,460,112<br>-<br>-   | 590,192<br>1,816,163<br>-     | -<br>776,279<br>-                                    | 13,264,390<br>14,547,969<br>-       |
| and premiums on loans and<br>investments, net<br>Financing fee income   | 20,004              | -<br>-<br>-                    | (2,175)<br>202,983          | 4,103<br>5,371,134              | -<br>-<br>-           | -<br>-<br>-                   | -<br>-<br>21,775                                     | 21,932<br>5,595,892                 |
| Total Interest Income   | 6,981,550           | 1,840,523                      | 8,761,287                   | 10,182,302                      | 2,460,112             | 2,406,355                     | 798,054  | 33,430,183                          |
| Federal financial assistance<br>Rental Real Estate<br>Default Management Services<br>Special Allowance Income | -<br>-<br>-         | 13,466,830<br>-<br>-           | 32,824<br>-<br>-            | -<br>-<br>-                     | -<br>-<br>-           | -<br>169,919<br>187,969       | -<br>-<br>-  | 13,499,654<br>169,919<br>187,969    |
| Other income (loss)   |                     |                                |                             | 46,114                          |                       | 18                            | -  | 46,132                              |
| TOTAL REVENUES  | 6,981,550           | 15,307,353                     | 8,794,111                   | 10,228,416                      | 2,460,112             | 2,764,261                     | 798,054  | 47,333,857                          |
| EXPENSES:   |                     |                                |                             |                                 |                       |                               |  |                                     |
| Interest on bonds and notes:<br>Current interest<br>Accreted interest   | 3,272,499<br>-      | 24,810                         | 7,392,468<br>-              | 3,466                           | -<br>2,460,112        | -                             | 17,642<br>-  | 10,710,885<br>2,460,112             |
| Total interest on bonds and notes   | 3,272,499           | 24,810                         | 7,392,468                   | 3,466                           | 2,460,112             | -                             | 17,642   | 13,170,997                          |
| Amortized public discounts and premiums on bonds and notes Provision for losses Federal financial             | (45,776)<br>-<br>-  | -<br>813,709<br>-              | -<br>(81,458)<br>-          | -<br>398,995<br>-               | -<br>-<br>-           | -<br>16,165<br>-              | -<br>-   | (45,776)<br>1,147,411               |
| assistance programs Loan Servicing and Other Contractual Services Default Management Services                 | -<br>-<br>-         | 1,643,262<br>-<br>-            | -<br>-<br>-                 | -<br>-<br>-                     | -<br>-<br>-           | -<br>129,284<br>213,196       | -<br>-<br>-  | 1,643,262<br>129,284<br>213,196     |
| Special Allowance expense Rental Real Estate Administrative expenses:   | -<br>-<br>-         | -<br>-<br>-                    | -<br>-<br>-                 |                                 | -<br>-<br>-           | 182,596<br>-                  | -<br>-<br>-  | 182,596<br>-                        |
| Salaries and benefits Operations and maintenance Other  | 865,445             | 1,049,416<br>251,030           | 67,881<br>93,317            | 2,985,032<br>543,423<br>459,454 | -<br>-<br>-           | 379,832<br>144,394<br>500,351 | -<br>-<br>112,825                                    | 3,364,864<br>1,805,114<br>2,282,422 |
| TOTAL EXPENSES  | 4,092,168           | 3,782,227                      | 7,472,208                   | 4,390,370                       | 2,460,112             | 1,565,818                     | 130,467  | 23,893,370                          |
| REVENUES OVER (UNDER) EXPENSES  | 2,889,382           | 11,525,126                     | 1,321,903                   | 5,838,046                       | -                     | 1,198,443                     | 667,587  | 23,440,487                          |
| Transfer (to) from other funds  | 2,001,600           | (54,466)                       | (4,447,469)                 | (2,100,293)                     | -                     | -                             | 4,360,000  | (240,628)                           |
| REVENUES OVER (UNDER) EXPENSES  | 4,890,982           | 11,470,660                     | (3,125,566)                 | 3,737,753                       | -                     | 1,198,443                     | 5,027,587  | 23,199,859                          |
| FUND BALANCES: Beginning of period  | 101,271,962         | 142,279,623                    | 42,659,268                  | 163,938,691                     | -                     | 63,968,977                    | 22,560,110   | 536,678,631                         |
| End of Period   | 106,162,944         | 153,750,283                    | 39,533,702                  | 167,676,444                     | -                     | 65,167,420                    | 27,587,697   | 559,878,490                         |

## DEVELOPMENT FINANCE

#### **MEMORANDUM**

Date: July 8, 2025

To: ADFA Board of Directors

From: Chuck Cathey CC

**Subject:** Development Finance Monthly Activity Report

#### **Bond Guaranty and Lending Programs**

Several companies have inquired about guaranteed bond financing and requested information and application packages. Economic uncertainty has many companies in a wait and see mode regarding financing and business expansions.

#### **Asset Management**

Reviewing requests for draws against reserves and uploading of current year financials to MITAS is ongoing for HOME, NHTF and TCAP loans assigned for Asset Management. Annual financial reviews of asset managed properties will begin shortly as more audited financials are being completed and submitted.

#### **Venture Capital Programs**

AVCDF has closed and funded on the Adaptiiv Medical Technologies investment to establish its United States headquarters in Little Rock. Builders and Backers Idea Accelerators of Tulsa, a venture studio/venture investment fund, is preparing an application for an SSBCI funded investment from the AVCDF for an Arkansas entity patterned after the Fieldbook model.

The Tulsa based (Bentonville office) 46 Venture Capital (46VC) Dickson & Main Fund has decided not to pursue AVCIT/SSBCI funding at this time.

#### **Capital Access Program**

Since its inception in 1993, the Capital Access Program (CAP) has made loan loss reserve contributions to lenders totaling \$2.06MM in support of \$43.5MM in loans to small businesses. The average loan to small businesses enrolled in the program is \$37,684 and has resulted in 4,425 jobs being created or retained.

#### **MEMORANDUM**

**DATE:** July 8, 2025

**TO:** ADFA Board of Directors

FROM: Chuck Cathey 66

RE: Problem Loan Report - June 30, 2025

The Authority's problem loans currently consist of 1 loan to 1 Borrower with outstanding balances totaling \$2,965,000 and delinquent amounts totaling \$1,691,466. The Authority's Bond Guaranty Reserve Fund has currently provided bondholder debt service payments totaling \$1,738,714 for the Borrower. The Authority agreed to an 18-month repayment agreement with 1 Guarantor for payment of \$358,611 in prior debt service payments made on the company's behalf prior to the bonds paying off; that balance has been paid down to \$222,445.

Based on current collateral and recovery values, if the Authority was forced to collect on the remaining loan, the loss exposure to the Bond Guaranty Reserve Fund is estimated to be as much as \$1,482,500.

## HOMEOWNERSHIP & PUBLIC FINANCE



#### ADFA Ginnie Pipeline (7/3/2025)

| High Level Summary                  |             |             |             |             |             |             |             |             |  |
|-------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
| Parameter                           | 7/3/2025    | 7/2/2025    | 7/1/2025    | 6/30/2025   | 6/27/2025   | 6/26/2025   | 6/25/2025   | 6/24/2025   |  |
| New Lock Count                      | -           | 3           | 2           | 2           | 2           | -           | 6           | 2           |  |
| Cancel Lock Count*                  | -           | -           | 1           | -           | -           | -           | -           | -           |  |
| Pooled Lock Count                   | -           | -           | -           | -           | -           | -           | -           | -           |  |
| Pooled Lock Count  New Lock Balance | -           | 819,776     | 227,306     | 556,730     | 250,380     | -           | 1,152,270   | 462,468     |  |
| Cancel Lock Balance*                | -           | -           | 183,121     | 0           | -           | -           | -           | -           |  |
| Pooled Loan Balance                 | -           | -           | -           | -           | -           | -           | -           | -           |  |
| Total Lock Count                    | 216         | 216         | 213         | 212         | 210         | 208         | 208         | 202         |  |
| Total Cancel Lock Count*            | 1,759       | 1,759       | 1,759       | 1,758       | 1,758       | 1,758       | 1,758       | 1,758       |  |
| Total Pooled Lock Count             | 5,760       | 5,760       | 5,760       | 5,760       | 5,760       | 5,760       | 5,760       | 5,760       |  |
| Total Lock Orig Balance             | 43,617,536  | 43,614,405  | 42,794,629  | 42,748,972  | 42,187,652  | 41,937,272  | 41,938,767  | 40,786,497  |  |
| Total Cancel Lock Balance*          | 284,583,156 | 284,583,156 | 284,583,156 | 284,400,035 | 284,400,035 | 284,400,035 | 284,400,035 | 284,400,035 |  |
| Total Pooled Loan Balance           | 953,100,456 | 953,100,456 | 953,100,456 | 953,100,456 | 953,100,456 | 953,100,456 | 953,100,456 | 953,100,456 |  |
| Avg Orig Loan Size                  | 201,933     | 201,919     | 200,914     | 201,646     | 200,894     | 201,621     | 201,629     | 201,913     |  |
| Avg Orig Loan Size  Avg Orig Term   | 360         | 360         | 360         | 360         | 360         | 360         | 360         | 360         |  |
| Avg Lock Term                       | 45          | 45          | 45          | 45          | 45          | 45          | 45          | 45          |  |
| Avg Gross Rate                      | 6.7001      | 6.7001      | 6.6968      | 6.6966      | 6.6942      | 6.6931      | 6.6931      | 6.6880      |  |
| Lender Count                        | 38          | 38          | 38          | 38          | 38          | 38          | 38          | 37          |  |
| Avg FICO Score                      | 698         | 698         | 697         | 698         | 698         | 698         | 698         | 697         |  |
| Pct First Time Buyer                | -           | -           | -           | -           | -           | -           | -           | -           |  |

Cancels\*: Locks cancelled on day they were reserved are omitted from this summary

| Current ! | ock | Status |
|-----------|-----|--------|

| Rank | Status      | Count | Balance      | Percent |
|------|-------------|-------|--------------|---------|
| 1    | RESERVATION | 145   | \$28,431,835 | 65.2%   |
| 2    | FUNDED      | 71    | \$15,185,701 | 34.8%   |

#### Days before Cancellation

| Lock Age | Count | Balance      | Percent |
|----------|-------|--------------|---------|
| <= 10    | 322   | \$52,704,193 | 18.5%   |
| <= 20    | 258   | \$44,135,897 | 15.5%   |
| <= 30    | 194   | \$32,909,824 | 11.6%   |
| <= 40    | 125   | \$19,989,700 | 7.0%    |
| <= 50    | 122   | \$17,950,349 | 6.3%    |
| <= 60    | 104   | \$16,151,326 | 5.7%    |
| <= 70    | 111   | \$18,649,205 | 6.6%    |
| > 70     | 523   | \$82,092,662 | 28.8%   |

Max: 378 || Min: 1 || WAvg: 48

#### **LENDER**

#### Lock Volume By Lender (Top 16)

| Rank | Lender Name                              | Count | Balance     | Percent | %Closed | %Puchased | DayCount1* | DayCount2** |
|------|--|-------|-------------|---------|---------|-----------|------------|-------------|
| 1    | Fairway Independent Mortgage Corporation | 38    | \$6,833,828 | 15.7%   | 10.4%   | 6.8%      | 27         | 77          |
| 2    | Firsttrust Home Loans                    | 19    | \$4,245,275 | 9.7%    | 6.1%    | 5.6%      | 20         | 54          |
| 3    | Flat Branch Home Loans                   | 18    | \$3,878,098 | 8.9%    | 4.8%    | 2.1%      | 24         | 91          |
| 4    | Arvest Bank                              | 19    | \$3,801,007 | 8.7%    | 1.4%    | 1.0%      | 22         | 63          |
| 5    | First Community Bank                     | 16    | \$2,566,518 | 5.9%    | 4.0%    | 3.0%      | 19         | 59          |
| 6    | Centennial Bank                          | 9     | \$1,955,818 | 4.5%    | 2.9%    | 1.5%      | 16         | 72          |
| 7    | Highlands Residential Mortgage, Ltd.     | 9     | \$1,829,979 | 4.2%    | 2.1%    | 1.9%      | 24         | 81          |
| 8    | Simmons Bank                             | 6     | \$1,386,813 | 3.2%    | 2.1%    | 2.1%      | 26         | 79          |
| 9    | Eustis Mortgage Corporation,             | 7     | \$1,350,092 | 3.1%    | 0.5%    | 0.5%      | 24         | 59          |
| 10   | Lendlo Mortgage, Llc                     | 5     | \$1,314,811 | 3.0%    | 1.3%    | 1.3%      | 14         | 59          |
| 11   | Crosscountry Mortgage Llc                | 9     | \$1,274,887 | 2.9%    | 1.1%    | 0.9%      | 25         | 93          |
| 12   | Bank Of Little Rock Mortgage Corporation | 7     | \$1,225,489 | 2.8%    | 0.9%    | 0.4%      | 35         | 79          |
| 13   | Cmg Mortgage, Inc.                       | 6     | \$1,078,991 | 2.5%    | 1.3%    | 0.0%      | 16         | -           |
| 14   | Eagle Bank & Trust Company               | 5     | \$968,184   | 2.2%    | 1.3%    | 1.3%      | 32         | 66          |
| 15   | Associated Mortgage Corp                 | 3     | \$962,346   | 2.2%    | 0.8%    | 0.8%      | 29         | 99          |
| 16   | First Financial Bank                     | 3     | \$759,980   | 1.7%    | 1.7%    | 0.9%      | 24         | 55          |

DayCount1\*: Num days from rate lock to lender loan closing (weighted avg of only those loans that have closed and are in the pipeline currently)
DayCount2\*\*: Num days from rate lock to servicer purchase (weighted avg of only those loans that have been purchased by servicer and securities not settled)

|                |              |                              |               |                 | GE           | OGRA           | PHIC       |              |                  |            |        |              |           |                |
|----------------|--------------|------------------------------|---------------|-----------------|--------------|----------------|------------|--------------|------------------|------------|--------|--------------|-----------|----------------|
|                | Lo           | ck Volume By                 | City (Top     | 20)             |              |                |            | Lock \       | /olume           | By Count   | у (Тор | 20)          |           |                |
| Rank           | Cit          |                              | Count         | Balance         | Percent      | Ran            | ık         | Count        |                  | Cou        |        | Balance      | Percent   |                |
| 1 Sprir        |              |                              | 10            | \$2,682,50      |              |                | 1 Bento    | n            | 70.              |            | 27     | \$7,365,753  | 16.9%     |                |
| 2 Little       | •            |                              | 14            | \$2,532,12      |              |                | 2 Pulasi   |              |                  |            | 34     | \$6,084,831  | 14.0%     |                |
|                | h Little Roc | :k                           | 13            | \$2,227,48      |              |                | 3 Washi    |              |                  | 7          | 16     | \$4,393,581  | 10.1%     |                |
| 4 Jone         |              |                              | 9             | \$1,887,52      |              |                | 4 Craigh   | -            |                  |            | 12     | \$2,493,249  | 5.7%      |                |
| 5 Fort         |              |                              | 9             | \$1,838,4       |              |                | 5 Sebas    |              |                  |            | 12     | \$2,370,536  | 5.4%      |                |
| 6 Conv         |              |                              | 6             | \$1,582,28      |              |                | 6 Saline   |              |                  |            | 11     | \$2,123,717  | 4.9%      |                |
| 7 Gent         | •            |                              | 5             | \$1,293,04      |              |                | 7 Faulkr   |              | 70.              |            | 7      | \$1,778,661  | 4.1%      |                |
| 8 Van          | •            |                              | 5             | \$1,180,78      |              | 9              | 8 Crawf    |              |                  |            | 8      | \$1,720,820  | 3.9%      |                |
| 9 Sher         |              |                              | 5             |                 |              |                | 9 Pope     | oru          |                  |            | 7      | \$1,523,729  | 3.5%      |                |
|                |              |                              |               | \$1,007,47      |              |                | 10 White   |              |                  |            | 8      | \$1,489,722  | 3.4%      |                |
|                | m Springs    |                              | 4             | \$993,2         |              |                |            |              |                  |            |        |              |           |                |
| 11 Bent        |              |                              | 3             | \$972,9         |              |                | 11 Critter |              |                  |            | 5      | \$1,289,017  | 3.0%      |                |
| 12 Russ        |              |                              | 4             | \$957,33        |              |                | 12 Lonok   |              |                  |            | 6      | \$1,239,531  | 2.8%      |                |
| 13 Sher        |              |                              | 3             | \$943,59        |              |                | 13 Grant   |              |                  |            | 5      | \$1,122,294  | 2.6%      |                |
| 14 Mari        |              |                              | 3             | \$940,44        |              |                | 14 Indepe  |              |                  |            | 5      | \$908,504    | 2.1%      |                |
| 15 Pea         | Ridge        |                              | 3             | \$879,76        |              |                | 15 Garlar  | nd           |                  |            | 4      | \$715,794    | 1.6%      |                |
| 16 Prair       | ie Grove     |                              | 3             | \$798,2         | 1.8%         |                | 16 Clark   |              |                  |            | 4      | \$709,902    | 1.6%      |                |
| 17 Cent        | terton       |                              | 3             | \$770,78        | 1.8%         |                | 17 Missis  | sippi        |                  |            | 4      | \$613,579    | 1.4%      |                |
| 18 Beek        | ре           |                              | 3             | \$765,87        | 71 1.8%      |                | 18 Jeffers | son          |                  |            | 5      | \$541,999    | 1.2%      |                |
| 19 Bella       | a Vista      |                              | 3             | \$765,18        | 1.8%         |                | 19 Poinse  | ett          |                  |            | 3      | \$534,610    | 1.2%      |                |
| 20 Farm        | nington      |                              | 2             | \$654,72        | 21 1.5%      | 2              | 20 Ouach   | nita         |                  |            | 3      | \$478,669    | 1.1%      |                |
|                |              |                              |               |                 |              | VOLUI          | ME         |              |                  |            |        |              |           |                |
|                | Lock Volu    | ıme By Week                  |               | ~               |              |                | ns By We   | ok           |                  | Lock Vo    | dume l | By Extension | Dave      |                |
| Week Of        | Coun         | -                            | Percer        | nt We           |              | unt            | Balance    |              | +                |            | ount   | Balance      | Percent   |                |
| 6/30/2025      | Court        | 7 \$1,603,8                  | _             |                 |              | 1              | \$112,9    |              |                  | 7 7        | 12     | \$2,438,410  |           |                |
| 6/23/2025      |              |                              |               |                 |              | 1              | \$152,0    |              |                  | 14         | 2      | \$222,888    |           |                |
|                |              |                              |               |                 |              |                |            |              |                  |            |        |              |           |                |
| 6/16/2025      |              | 13 \$2,521,0                 |               |                 |              | 1              | \$88,3     |              |                  | 15         | 3      | \$748,819    |           |                |
| 6/09/2025      |              | 16 \$2,974,3                 |               |                 |              | 1              | \$172,8    |              |                  | 22         | 7      | \$1,372,974  | 3.1%      |                |
| 6/02/2025      |              | 14 \$2,992,6                 |               |                 |              | 1              | \$178,3    |              | _                | 30         | 4      | \$522,459    |           |                |
| 5/26/2025      | _            | 11 \$2,127,9                 |               |                 |              | 2              | \$299,3    |              |                  | 37         | 4      | \$1,033,043  |           |                |
| 5/19/2025      |              | 12 \$2,738,2                 |               |                 |              | 1              | \$230,7    |              |                  | 45         | 4      | \$817,418    |           |                |
| 5/12/2025      |              | 11 \$2,024,1                 | 55 4.6        | % 05/12         | 2025         | 2              | \$348,5    | 69 0.8°      | %                | 52         | 3      | \$546,418    | 1.3%      | )              |
| 5/05/2025      | 2            | 23 \$4,824,8                 | 66 11.1       | % 05/19         | 2025         | 2              | \$397,0    | 16 0.9°      | %                | 60         | 1      | \$211,105    | 0.5%      | )              |
| lder           | (            | 99 \$19,779,8                | 19 45.3       | % Farthe        | er Out       | 204            | \$41,637,2 | 95.59        | %                | 67         | 1      | \$147,283    | 0.3%      |                |
|                |              |                              |               |                 | PRO          | OFIT /         | LOSS       |              |                  |            |        |              |           |                |
|                |              |                              |               | Po              | tential MBS  | Settle \       | √olume E   | By Month     |                  |            |        |              |           |                |
| ettle Month    | Count        | Balance                      | Percent       | SRP I           | Rate Lock Px | Total I        | Lock Px    | Svcr Buy P   | x HF             | A Buy Px   | DPA*   | * Extn Fee   | Est HF.   | A Gain         |
| ıly            | 81           | \$16,723,322                 | 38.3%         | 0.57920         | 102.93827    | 7 103          | 3.51747    | 101.750      | 00 1             | 01.17080   |        | - 0.0083     | 5         | 1.7758         |
| ıgust          | 80           | \$16,042,241                 | 36.8%         | 0.73050         | 103.22542    | 2 103          | 3.95592    | 101.750      | 00 1             | 01.01950   |        | - 0.0518     | 9 :       | 2.2578         |
| eptember       | 55           | \$10,851,973                 | 24.9%         | 1.02290         | 103.33885    | 5 104          | 4.36175    | 101.750      | 00 1             | 00.72710   |        | - 0.0691     | 8 2       | 2.6809         |
| t HFA Gain*    |              | estimate only                |               |                 |              |                |            |              |                  | 70.4       |        |              |           |                |
| PA**: For firs | t mortgages  | where a DPA an               | nount could r | not be found, a |              | •              |            | n program gu | idelines         | was assume | ed     |              |           |                |
|                |              |                              |               |                 | P            | ast Sett       | lements    |              |                  |            |        |              |           |                |
| Settle Dt      | Count        | Issue Bal                    | SRP           | Rate Lock       | Px Total Lo  | ck Px          | Svcr Buy   | Px HFA E     | Buy Px           | DPA**      | Extn F | ee Est HF    | \ Gain* F | Premiu         |
| 4/6/2020       | 26           | \$3,413,487                  | 1.05075       | 102.950         | 06 104.0     | 08000          | 101.750    | 000 100      | .69925           | -          | 0.00   | 890 2        | .25970    | \$100          |
| 4/28/2020      | 16           | \$1,895,720                  | 0.53876       | 103.483         | 63 104.0     | 2239           | 101.750    | 000 101      | .21124           | -          | 0.03   | 395 2        | .30634    | \$66           |
| 5/20/2020      | 27           | \$3,859,215                  | 0.71341       | 103.263         | 10 103.9     | 7651           | 101.750    | 000 101      | .03659           | -          | 0.02   | 2002 2       | .24653    | \$125          |
| 6/22/2020      | 128          | \$18,385,766                 | 0.75934       | 103.382         | 23 104.1     | 14157          | 101.750    | 000 100      | .99066           | -          | 0.07   | '815 2       | .46972    | \$621          |
| 7/16/2020      | 114          | \$17,249,537                 |               | 103.627         |              | 16235          | 101.750    |              | .91556           | -          |        |              | .79380    | \$625          |
| 8/17/2020      | 121          | \$18,609,835                 |               | 103.635         |              | 11987          | 101.750    |              | .96564           | -          |        |              | .77327    | \$676          |
| 9/16/2020      | 115          | \$17,318,542                 |               | 103.758         |              | 30547          | 101.750    |              | .20270           | -          | 0.09   |              | .65034    | \$650          |
| 0/16/2020      | 108          | \$15,951,363                 |               | 103.569         |              | 20717          | 101.750    |              | .11264           | -          | 0.15   |              | .60784    | \$569          |
| 1/16/2020      | 115          | \$17,161,742                 |               | 103.308         |              | 7955           | 101.73     |              | .87034           | -          |        |              | .47868    | \$551          |
|                |              |                              |               |                 |              |                |            |              |                  | -          |        |              |           |                |
| 1/15/2020      | 120<br>134   | \$18,799,345<br>\$20,189,709 |               | 102.991         |              | 92950<br>38430 | 101.738    |              | .79985<br>.88907 |            | 0.10   |              | .29556    | \$562<br>\$610 |
|                |              | 4:30 490 70C                 |               |                 |              |                |            |              |                  | -          |        | 5555 2       |           |                |

|            |       |                             |         |              | Past Se       | ttlements   |            |       |          |               |                  |
|------------|-------|-----------------------------|---------|--------------|---------------|-------------|------------|-------|----------|---------------|------------------|
| Settle Dt  | Count | Issue Bal                   | SRP     | Rate Lock Px | Total Lock Px | Svcr Buy Px | HFA Buy Px | DPA** | Extn Fee | Est HFA Gain* | Premium**        |
| 2/12/2021  | 132   | \$20,108,666                | 0.79298 | 103.16956    | 103.96254     | 101.75000   | 100.95702  | -     | 0.14606  | 2.35860       | \$637,35         |
| 3/15/2021  | 72    | \$10,817,824                | 0.69500 | 103.32151    | 104.01651     | 101.74437   | 101.04937  | -     | 0.18289  | 2.45502       | \$359,31         |
| 3/18/2021  | 52    | \$8,066,959                 | 0.52853 | 103.54483    | 104.07337     | 101.75000   | 101.22147  | -     | 0.01323  | 2.33659       | \$285,96         |
| 4/16/2021  | 127   | \$18,695,261                | 0.34314 | 104.21959    | 104.56273     | 101.75000   | 101.40686  | -     | 0.14248  | 2.95521       | \$788,86         |
| 5/17/2021  | 93    | \$13,737,916                | 0.29164 | 104.58970    | 104.88134     | 101.74375   | 101.45210  | -     | 0.15017  | 3.28777       | \$630,52         |
| 6/16/2021  | 106   | \$16,868,639                | 0.36569 | 104.36279    | 104.72848     | 101.74197   | 101.37627  | - A   | 0.14010  | 3.12662       | \$735,94         |
| 7/16/2021  | 114   | \$17,413,758                | 0.55090 | 104.01025    | 104.56115     | 101.75000   | 101.19910  | -     | 0.13660  | 2.94775       | \$698,33         |
| 8/16/2021  | 126   | \$20,163,099                | 0.70011 | 103.71615    | 104.41626     | 101.73883   | 101.03872  | -     | 0.14488  | 2.82231       | \$749,29         |
| 9/16/2021  | 125   | \$18,612,511                | 0.42627 | 104.15928    | 104.58555     | 101.74704   | 101.32078  | -     | 0.14892  | 2.98742       | \$774,1          |
| 10/18/2021 | 149   | \$23,785,794                | 0.52639 | 104.05173    | 104.57813     | 101.74794   | 101.22155  | -     | 0.11352  | 2.94370       | \$963,7          |
| 1/15/2021  | 139   | \$21,775,623                | 0.84617 | 103.41358    | 104.25975     | 101.74363   | 100.89746  | -     | 0.10982  | 2.62594       | \$743,3          |
| 12/15/2021 | 120   | \$19,027,475                | 0.72342 | 103.40495    | 104.12837     | 101.74660   | 101.02318  | -     | 0.11971  | 2.50148       | \$647,8          |
| 1/14/2022  | 93    | \$13,858,334                | 0.29227 | 103.86358    | 104.15585     | 101.74406   | 101.45179  | -     | 0.06039  | 2.47218       | \$535,4          |
| 2/16/2022  | 146   | \$22,951,548                | 0.19483 | 103.85396    | 104.04879     | 101.74280   | 101.54797  | -     | 0.11482  | 2.42081       | \$884,5          |
| 3/16/2022  | 91    | \$13,542,009                | 0.21139 | 103.75381    | 103.96520     | 101.74473   | 101.53334  | -     | 0.10448  | 2.32495       | \$508,3          |
| 4/18/2022  | 96    | \$15,130,615                | 0.35802 | 103.67935    | 104.03737     | 101.74104   | 101.38302  | -     | 0.09816  | 2.39449       | \$556,7          |
| 5/16/2022  | 98    | \$16,249,333                | 0.69994 | 103.22634    | 103.92628     | 101.72240   | 101.02245  | -     | 0.09109  | 2.29498       | \$524,2          |
| 6/16/2022  | 90    | \$14,980,807                | 0.97492 | 102.46944    | 103.44436     | 101.74335   | 100.76843  | -     | 0.06005  | 1.76105       | \$369,9          |
| 7/18/2022  | 103   | \$18,021,734                | 0.87274 | 102.14685    | 103.01959     | 101.73058   | 100.85784  | _     | 0.05772  | 1.34674       | \$386,9          |
| 8/15/2022  | 91    | \$15,377,213                | 0.72484 | 102.14636    | 102.87120     | 101.73302   | 101.00818  | -     | 0.06582  | 1.20400       | \$330,0          |
| 9/16/2022  | 118   | \$19,667,426                |         | 102.12394    | 102.93398     | 101.73932   | 100.92928  | _     | 0.06943  | 1.26409       | \$417,7          |
| 0/17/2022  | 91    | \$15,690,128                | 0.96143 | 101.88596    | 102.84740     | 101.74516   | 100.78373  | -     | 0.11363  | 1.21587       | \$295,9          |
| 1/16/2022  | 115   | \$18,501,744                |         | 101.76973    | 102.85453     | 101.74144   | 100.65663  | _     | 0.12600  | 1.23909       | \$327,4          |
| 2/15/2022  | 116   | \$19,756,822                | 1.14011 | 101.64554    | 102.78565     | 101.73229   | 100.59218  | _     | 0.06210  | 1.11546       | \$325,           |
| 1/18/2023  | 57    | \$9,075,200                 |         | 101.57826    | 102.69335     | 101.75000   | 100.63491  | _     | 0.11724  | 1.06059       | \$143,           |
| 2/15/2023  | 58    | \$9,429,866                 |         | 101.89507    | 102.90807     | 101.72608   | 100.71307  | _     | 0.07166  | 1.25366       | \$178,7          |
| 3/16/2023  | 61    | \$9,619,673                 |         | 102.05390    | 102.99974     | 101.73328   | 100.78745  | _     | 0.05397  | 1.32043       | \$197,           |
| 4/17/2023  | 62    | \$10,118,478                |         | 101.63008    | 102.87927     | 101.72656   | 100.47737  | _     | 0.08273  | 1.23544       | \$164,9          |
| 5/15/2023  | 70    | \$12,139,722                |         | 101.52752    | 102.90618     | 101.72886   | 100.35020  | _     | 0.03223  | 1.20955       | \$185,4          |
| 6/14/2023  | 95    | \$17,649,354                |         | 101.35226    | 102.78063     | 101.74776   | 100.31939  | _     | 0.05387  | 1.08674       | \$238,           |
| 7/17/2023  | 96    | \$16,171,580                |         | 101.70555    | 102.94127     | 101.74527   | 100.50956  | _     | 0.08483  | 1.28083       | \$275,8          |
| 8/16/2023  | 117   | \$20,255,436                |         | 101.55553    | 102.81735     | 101.71392   | 100.45211  | _     | 0.08276  | 1.18618       | \$315,0          |
| 9/15/2023  | 155   | \$27,682,942                |         | 101.48485    | 102.73711     | 101.73761   | 100.48535  | _     | 0.09695  | 1.09645       | \$411,0          |
| 0/18/2023  | 120   | \$20,745,473                |         | 101.52911    | 102.65284     | 101.73952   | 100.61579  | _     | 0.07130  | 0.98461       | \$317,           |
| 11/7/2023  | 60    | \$11,162,908                |         | 101.33306    | 102.61998     | 101.73958   | 100.45266  | _     | 0.07647  | 0.95687       | \$148,8          |
| 1/27/2023  | 44    | \$7,464,889                 |         | 101.50256    | 102.63484     | 101.72790   | 100.59561  | _     | 0.08665  | 0.99359       | \$112,           |
| 12/7/2023  | 16    | \$2,942,580                 |         | 101.13867    | 102.64840     | 101.72214   | 100.21241  | _     | 0.04616  | 0.97242       | \$33,            |
| 2/26/2023  | 52    | \$9,092,051                 |         | 101.31253    | 102.61069     | 101.70275   | 100.40460  | _     | 0.09004  | 0.99797       | \$119,           |
| 1/9/2024   | 27    | \$3,776,677                 | 1.24248 | 101.38135    | 102.62384     | 101.75000   | 100.50752  | _     | 0.08122  | 0.95505       | \$52,            |
| 1/25/2024  | 48    | \$8,885,750                 |         | 101.15286    | 102.51796     | 101.72156   | 100.35646  | _     | 0.09308  | 0.88948       | \$102,4          |
| 2/8/2024   | 54    | \$9,354,864                 |         | 101.13525    | 102.50493     | 101.75000   | 100.38032  | _     | 0.11621  | 0.87114       | \$106,2          |
| 3/15/2024  | 86    | \$16,088,775                |         | 101.05785    | 102.55640     | 101.75000   | 100.25145  |       | 0.05863  | 0.86503       | \$170,           |
| 4/15/2024  | 67    | \$12,474,445                |         | 101.44389    | 102.87829     | 101.73992   | 100.30552  | _     | 0.03989  | 1.17825       | \$180,           |
| 5/15/2024  | 67    | \$12,907,466                |         | 101.91526    | 103.23212     | 101.75000   | 100.43314  |       | 0.03718  | 1.51930       | \$247,           |
| 6/14/2024  | 60    | \$12,918,812                |         | 101.80857    | 103.35290     | 101.72017   | 100.17584  | _     | 0.05195  | 1.68468       | \$233,0          |
| 7/17/2024  | 39    | \$7,052,628                 |         | 102.09381    | 103.62321     | 101.71293   | 100.18354  | _     | 0.04585  | 1.95613       | \$147,6          |
| 8/15/2024  | 69    | \$12,964,763                |         | 102.18942    | 103.57040     | 101.75000   | 100.36902  | _     | 0.11848  | 1.93888       | \$283,8          |
| 9/18/2024  | 91    | \$16,609,607                |         | 102.15634    | 103.39805     | 101.72228   | 100.48058  | _     | 0.10130  | 1.77706       | \$358,           |
| 0/16/2024  | 62    | \$12,277,351                |         | 101.79379    | 103.19835     | 101.72220   | 100.46036  |       | 0.08256  | 1.53091       | \$220,2          |
| 1/15/2024  | 74    | \$12,277,531                |         | 101.79379    | 103.19833     | 101.73000   | 100.34344  | -     | 0.08230  | 1.47585       | \$233,           |
|            |       |                             |         |              | 103.09361     | 101.74310   |            |       | 0.12534  |               | \$233,<br>\$151, |
| 2/16/2024  | 60    | \$11,327,607<br>\$8,649,286 |         | 101.33433    |               |             | 100.20703  | -     |          | 1.24602       |                  |
| 1/15/2025  | 43    |                             |         |              | 102.82860     | 101.75000   | 100.22123  | -     | 0.11208  | 1.19068       | \$112,4          |
| 2/14/2025  | 74    | \$14,942,398                |         | 101.36156    | 102.77530     | 101.74004   | 100.32630  | -     | 0.08735  | 1.12261       | \$203,4          |
| 3/17/2025  | 44    | \$8,309,621                 |         | 101.57064    | 102.75339     | 101.75000   | 100.56725  | -     | 0.07468  | 1.07807       | \$130,           |
| 4/15/2025  | 26    | \$5,059,987                 |         | 101.74789    | 102.76546     | 101.75000   | 100.73243  | -     | 0.03307  | 1.04853       | \$88,4           |
| 5/15/2025  | 42    | \$8,864,833                 | 1.33263 | 101.41268    | 102.74531     | 101.75000   | 100.41737  | -     | 0.08627  | 1.08158       | \$125,           |



#### **COLLATERAL Original Balance Distribution Gross Rate Distribution Lock Volume By Property Category** \$9,672,100 <= \$100.000 17 \$1,338,054 3.1% 6.3750 49 22.2% **EXISTING** 199 \$39,080,778 89.6% 6.5000 <= \$150.000 38 \$4.980.891 11.4% 11 \$2.017.968 4.6% CONSTR UCTION <= \$200.000 6.6250 \$2,375,157 5.4% 56 \$9.933.997 22.8% 12 NFW 16 \$4,306,015 9.9% <= \$250,000 \$12,327,539 55 28.3% 6.7500 55 \$11,484,624 26.3% CONSTR \$18,067,687 <= \$300.000 31 \$8,461,691 19.4% 6.8750 89 41.4% UCTION <= \$350.000 \$4,492,685 14 10.3% NEW \$230,743 0.5% Lock Volume By Product CONSTR 5 \$2,082,680 > \$350,000 4.8% Percent UCTION Max: \$490,845 || Min: \$54,003 || WAvg: SF-FHA 213 \$42,942,082 98.5% PRIOR INSURED-YEAR **EXISTING** SF-RURAL \$675,454 1.5% DEVELOPME **BORROWER** Annual Household Income Distribution FICO Distribution **Age Distribution** <= \$30.000 2 \$276.892 0.6% <= 20 \$374.098 0.9% <= 640 \$320.094 0.7% <= \$40,000 \$1,020,077 2.3% <= 25 \$10,459,201 24.0% <= 660 \$10.083,291 23.1% 10 52 50 \$1,321,753 \$10,330,387 <= 680 <= \$50,000 9 3.0% <= 30 50 23.7% \$8,035,090 18.4% 42 <= \$60,000 \$4,246,911 9.7% <= 35 26 \$6,006,076 13.8% <= 700 \$6,690,614 15.3% 28 33 <= \$70,000 17 \$2,787,111 6.4% <= 40 23 \$4,310,097 9.9% <= 720 23 \$4,282,435 9.8% <= \$80,000 <= 740 23 \$4,721,390 10.8% <= 45 17 \$3,717,779 8.5% \$6,231,186 14.3% <= \$90,000 \$2,888,136 <= 760 23 \$4,693,111 10.8% <= 50 6.6% 21 \$4,490,864 10.3% <= \$100,000 29 \$6,225,318 <= 55 12 \$2,549,877 5.8% <= 780 10 \$2,054,889 4.7% 14.3% <= \$110,000 27 \$6,105,508 14.0% <= 60 4 \$991,706 2.3% <= 800 6 \$1,429,073 3.3% <= \$120,000 23 \$5,430,379 12.4% > 60 11 \$1,796,259 4.1% Max: 800 || Min: 640 || WAvg: 698 > \$120,000 25 \$6,789,087 15.6% Max: 74 || Min: 0 || WAvg: 34 Max: \$140,629 || Min: \$24,226 || WAvg: \$86,307 Lock Volume By Borr Ethnicity **Lock Volume By Marital Status** Lock Volume By Household Size Percent WHITE 126 \$25,980,902 59.6% Married 118 \$24,849,013 57.0% \$10,369,166 HISPANIC 27 \$6,275,108 14.4% Unmarried 86 \$16,639,790 38.1% 2 74 \$15,823,490 36.3% BLACK 30 \$5,458,776 10 \$1,899,464 4.4% 3 40 \$7,795,807 17.9% 12.5% Single OTHER 26 \$4,480,589 10.3% Separated 2 \$229,270 0.5% 4 26 \$5,624,907 12.9% AMERICAN INDIAN 5 \$958,810 2.2% 5 11 \$2,523,582 5.8% Lock Volume By Borrower Gender ASIAN 2 \$463,351 1.1% 6 5 \$1,213,511 2.8% 7 \$267,073 0.6% 91 \$18,509,732 42.4% М \$18,469,768 42.3% \$6,638,036 15.2%



## ADFA Conventional Pipeline (7/3/2025)

| High Level Summary                  |             |             |             |             |             |             |             |             |  |  |
|-------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|--|
| Parameter                           | 7/3/2025    | 7/2/2025    | 7/1/2025    | 6/30/2025   | 6/27/2025   | 6/26/2025   | 6/25/2025   | 6/24/2025   |  |  |
| New Lock Count                      | -           | -           | -           | -           | 1           | -           | -           | -           |  |  |
| Cancel Lock Count*                  | -           | -           | -           | -           | -           | -           | -           | -           |  |  |
| Pooled Lock Count  New Lock Balance | -           | 12          | -           | -           | -           | -           | -           | -           |  |  |
| New Lock Balance                    | -           | -           | -           | -           | 179,450     | -           | -           | -           |  |  |
| Cancel Lock Balance*                | -           | -           | -           | 0           | All all and | -           | -           | -           |  |  |
| Pooled Loan Balance                 | -           | 2,307,336   | -           | -           | -           | -           | -           | -           |  |  |
| Total Lock Count                    | 38          | 38          | 50          | 50          | 50          | 49          | 49          | 49          |  |  |
| Total Cancel Lock Count*            | 513         | 513         | 513         | 513         | 513         | 513         | 513         | 513         |  |  |
| Total Pooled Lock Count             | 838         | 838         | 826         | 826         | 826         | 826         | 826         | 826         |  |  |
| Total Lock Orig Balance             | 8,289,256   | 8,289,256   | 10,599,868  | 10,599,868  | 10,600,375  | 10,420,925  | 10,420,925  | 10,420,925  |  |  |
| Total Cancel Lock Balance*          | 84,974,749  | 84,974,749  | 84,974,749  | 84,974,749  | 84,974,749  | 84,974,749  | 84,974,749  | 84,974,749  |  |  |
| Total Pooled Loan Balance           | 142,878,410 | 142,878,410 | 140,571,074 | 140,571,074 | 140,571,074 | 140,571,074 | 140,571,074 | 140,571,074 |  |  |
| Avg Orig Loan Size                  | 218,138     | 218,138     | 211,997     | 211,997     | 212,008     | 212,672     | 212,672     | 212,672     |  |  |
| Avg Orig Loan Size<br>Avg Orig Term | 360         | 360         | 360         | 360         | 360         | 360         | 360         | 360         |  |  |
| Avg Lock Term                       | 45          | 45          | 45          | 45          | 45          | 45          | 45          | 45          |  |  |
| Avg Gross Rate                      | 6.9253      | 6.9253      | 6.8827      | 6.8827      | 6.8827      | 6.8786      | 6.8786      | 6.8786      |  |  |
| Lender Count                        | 16          | 16          | 20          | 20          | 20          | 20          | 20          | 20          |  |  |
| Avg FICO Score                      | 739         | 739         | 737         | 737         | 737         | 737         | 737         | 737         |  |  |
| Pct First Time Buyer                |             | 70          | 10          | -           | -           | -           | -           | -           |  |  |

Cancels\*: Locks cancelled on day they were reserved are omitted from this summary

|  | k Sta |  |
|--|-------|--|
|  |       |  |
|  |       |  |

| Rank | Status      | Count | Balance     | Percent |
|------|-------------|-------|-------------|---------|
| 1    | RESERVATION | 31    | \$6,747,723 | 81.4%   |
| 2    | FUNDED      | 7     | \$1,541,533 | 18.6%   |

#### Days before Cancellation

| Lock Age | Count | Balance      | Percent |
|----------|-------|--------------|---------|
| <= 10    | 151   | \$24,687,429 | 29.1%   |
| <= 20    | 68    | \$12,057,982 | 14.2%   |
| <= 30    | 65    | \$9,802,928  | 11.5%   |
| <= 40    | 40    | \$6,646,094  | 7.8%    |
| <= 50    | 40    | \$6,572,156  | 7.7%    |
| <= 60    | 28    | \$3,993,985  | 4.7%    |
| <= 70    | 23    | \$4,047,312  | 4.8%    |
| > 70     | 98    | \$17,166,864 | 20.2%   |
|          |       |              |         |

#### Max: 709 || Min: 1 || WAvg: 41

#### **LENDER**

#### Lock Volume By Lender (Top 16)

| Rank | Lender Name                              | Count | Balance     | Percent | %Closed | %Puchased | DayCount1* | DayCount2** |
|------|--|-------|-------------|---------|---------|-----------|------------|-------------|
| 1    | Arvest Bank                              | 11    | \$2,146,263 | 25.9%   | 10.3%   | 1.4%      | 26         | 71          |
| 2    | Eng Lending                              | 4     | \$1,242,150 | 15.0%   | 10.9%   | 8.0%      | 42         | 82          |
| 3    | Fairway Independent Mortgage Corporation | 5     | \$1,022,658 | 12.3%   | 8.4%    | 6.6%      | 23         | 94          |
| 4    | Benchmark Mortgage                       | 2     | \$532,950   | 6.4%    | 6.4%    | 0.0%      | 13         | -           |
| 5    | Eustis Mortgage Corporation,             | 2     | \$492,760   | 5.9%    | 2.8%    | 0.0%      | 22         | -           |
| 6    | First Community Bank                     | 3     | \$436,885   | 5.3%    | 1.3%    | 0.0%      | 11         | -           |
| 7    | Associated Mortgage Corp                 | 2     | \$419,265   | 5.1%    | 2.6%    | 2.6%      | 23         | 93          |
| 8    | Geneva Financial, Llc                    | 1     | \$296,100   | 3.6%    | 3.6%    | 0.0%      | 32         | -           |
| 9    | Movement Mortgage, Llc                   | 1     | \$279,360   | 3.4%    | 3.4%    | 0.0%      | 23         | -           |
| 10   | Swbc Mortgage                            | 1     | \$266,750   | 3.2%    | 0.0%    | 0.0%      | -          | -           |
| 11   | Centennial Bank                          | 1     | \$242,250   | 2.9%    | 0.0%    | 0.0%      | -          | -           |
| 12   | Usa Mortgage                             | 1     | \$225,625   | 2.7%    | 0.0%    | 0.0%      | -          | -           |
| 13   | Firsttrust Home Loans                    | 1     | \$209,950   | 2.5%    | 0.0%    | 0.0%      | -          | -           |
| 14   | Eagle Bank & Trust Company               | 1     | \$182,000   | 2.2%    | 0.0%    | 0.0%      | -          | -           |
| 15   | Nfm Lending. Llc                         | 1     | \$166,250   | 2.0%    | 2.0%    | 0.0%      | 29         | -           |
| 16   | U.S. Bank National Association           | 1     | \$128,040   | 1.5%    | 1.5%    | 0.0%      | 28         | -           |

DayCount1\*: Num days from rate lock to lender loan closing (weighted avg of only those loans that have closed and are in the pipeline currently)
DayCount2\*\*: Num days from rate lock to servicer purchase (weighted avg of only those loans that have been purchased by servicer and securities not settled)

#### **GEOGRAPHIC** Lock Volume By City (Top 20) Lock Volume By County (Top 20) \$1,431,680 1 Sherwood 3 \$976.430 11.8% 1 Pulaski 5 17.3% 2 Benton 4 \$1,131,150 13.6% 2 Benton 4 \$874,515 10.5% 3 Rogers \$865,150 10.4% 3 Saline 5 \$1.082.968 13.1% 3 4 Conway 2 4 Washington 3 \$693.775 8.4% \$517,010 6.2% \$674,515 5 Faulkner 3 8.1% 5 Jonesboro 2 \$432,500 5.2% 2 6 Sebastian 2 \$484,450 5.8% 6 Batesville \$332,125 4.0% 7 Midway \$310,400 3.7% 7 Craighead 2 \$432,500 5.2% 1 8 Russellville 2 \$307,490 3.7% 8 Pope 3 \$424,860 5.1% 9 Jacksonville \$289,000 9 Independence 2 \$332,125 4.0% 1 3.5% \$310,400 3.7% 10 Farmington \$274,510 3.3% 10 Baxter 1 2 \$254,543 11 Lowell 1 \$266,000 3.2% 11 Conway 3.1% 12 Fort Smith \$256,500 3.1% 12 Poinsett \$225,625 2.7% 2 13 Garland \$218,500 2.6% 13 Morrilton \$254,543 3.1% 1 14 Barling \$227,950 2.7% 14 Clark \$202,500 2.4% 15 Harrisburg \$225,625 2.7% 15 Miller 1 \$151,905 1.8% 16 Hot Springs \$218,500 2.6% 16 Drew 1 \$133,000 1.6% 17 Springdale 1 \$213,210 2.6% 17 Izard 1 \$104,760 1.3% 18 Alexander \$208.453 2.5% 19 Lincoln \$206,055 2.5% 2.4% 20 Arkadelphia \$202.500 **VOLUME** Lock Expirations By Week Lock Volume By Week **Lock Volume By Extension Days** Balance Week Of Balance \$157.505 \$117.370 06/23/2025 \$845.675 10.2% 12/11/2023 1.9% 1.4% 4 1 7 1 06/16/2025 05/19/2025 2 \$515.950 6.2% \$151.905 1.8% 15 2 \$384,000 4.6% 1 06/09/2025 \$260,930 05/26/2025 \$223,040 2.7% 22 \$378,000 3.1% 2 1 4.6% 06/02/2025 \$581,428 7.0% 06/02/2025 4 \$778,720 37 \$208,453 2.5% 3 9.4% 1 05/26/2025 \$274,510 3.3% 06/09/2025 \$231,830 2.8% 45 \$202,500 1 05/19/2025 \$519,500 6.3% 06/16/2025 2 \$518,650 6.3% 05/12/2025 3 \$742,635 9.0% 06/23/2025 3 \$661.305 8.0% 05/05/2025 2 \$520,350 6.3% 06/30/2025 6 \$1,305,323 15.7% 04/28/2025 \$399,000 4.8% 07/07/2025 5 \$1,262,985 2 15.2% Older 18 \$3,629,278 43.8% Farther Out 13 \$2,997,993 36.2% PROFIT / LOSS Potential MBS Settle Volume By Month Rate Lock Px Total Lock Px Svcr Buy Px Extn Fee Est HFA Gain HFA Buy Px 0.01781 July 37.5% 0.99490 101.45760 101.75000 100.75510 0.72030 16 \$3,106,325 102.45250 12 \$2,978,948 101.75000 0.07115 1.09322 35.9% 1.00000 101.77207 102.77207 100.75000 August 10 \$2,203,983 26.6% 1.00000 102.67640 103.67640 101.75000 100.75000 1.92640 September Est HFA Gain\*: This is an estimate only DPA\*\*: For first mortgages where a DPA amount could not be found, a DPA loan of the percent based on program guidelines was assumed **Past Settlements** Rate Lock Px 5/13/2020 10 \$1,263,794 0.85000 102.80026 103.65026 101.75000 100.90000 0.01190 1.91217 \$35,390 6/11/2020 6 \$674,499 0.85000 102.43589 103.28589 101.75000 100.90000 0.07626 1.61215 \$16,430 7/9/2020 16 \$2.280.709 0.85000 103.08898 103.93898 101.75000 100.90000 0.19974 2.38871 \$70,451 8/10/2020 18 \$2,286,031 0.85000 103.17529 104.02529 101.75000 100.90000 0.15852 2.43381 \$72,588 9/9/2020 10 \$1,253,509 0.85000 103.15454 104.00454 101.75000 100.90000 0.10941 2.36394 \$39.542 7 \$36,996 10/8/2020 \$1,188,201 0.85000 103.11365 103.96365 101.75000 100.90000 0.11913 2.33278 11/9/2020 \$1,452,939 0.85000 102.78461 103.63461 101.75000 100.90000 0.11896 2.00357 \$40.459 10 12/10/2020 12 103.66344 0.13860 2.05204 \$47.045 \$1.672.150 0.85000 102.81344 101.75000 100.90000 9 1/11/2021 \$1,465,299 0.85000 102.83023 103.68023 101.75000 100.90000 0.12573 2.05596 \$41,471 2/8/2021 12 \$1,943,856 0.85000 102.77026 103.62026 0.22338 2.09364 \$53,850 101.75000 100.90000 3/26/2021 31 \$4,588,271 0.85000 102.90661 103.75661 101.75000 100.90000 0.17559 2.18220 \$133,363

|           |       |             |         |              | Past Se       | ttlements   |            |       |          |                    |            |
|-----------|-------|-------------|---------|--------------|---------------|-------------|------------|-------|----------|--------------------|------------|
| Settle Dt | Count | Issue Bal   | SRP     | Rate Lock Px | Total Lock Px | Svcr Buy Px | HFA Buy Px | DPA** | Extn Fee | Est HFA Gain*      | Premium*** |
| 4/9/2021  | 6     | \$636,815   | 0.85000 | 102.80623    | 103.65623     | 101.75000   | 100.90000  | -     | 0.33040  | 2.23662            | \$17,870   |
| 5/10/2021 | 4     | \$718,176   | 0.85000 | 103.60583    | 104.45583     | 101.75000   | 100.90000  | -     | 0.10766  | 2.81349            | \$25,896   |
| 6/9/2021  | 14    | \$1,973,031 | 0.85000 | 103.48023    | 104.33023     | 101.75000   | 100.90000  | -     | 0.12235  | 2.70257            | \$68,666   |
| 7/9/2021  | 17    | \$3,058,970 | 0.85000 | 102.97082    | 103.82082     | 101.75000   | 100.90000  | W     | 0.25799  | 2.32881            | \$90,877   |
| 8/9/2021  | 8     | \$1,426,709 | 0.85000 | 103.09890    | 103.94890     | 101.75000   | 100.90000  | -     | 0.16256  | 2.36147            | \$44,212   |
| 9/9/2021  | 12    | \$1,653,906 | 0.85000 | 102.86556    | 103.71556     | 101.75000   | 100.90000  | · -   | 0.16366  | 2.12922            | \$47,394   |
| 10/8/2021 | 6     | \$902,088   | 0.85000 | 103.11551    | 103.96551     | 101.75000   | 100.90000  | -     | 0.21258  | 2.42809            | \$28,105   |
| 11/5/2021 | 14    | \$2,099,226 | 0.85000 | 103.18731    | 104.03731     | 101.75000   | 100.90000  | -     | 0.10269  | 2.39000            | \$66,909   |
| 12/8/2021 | 12    | \$1,748,549 | 0.85000 | 102.91839    | 103.76839     | 101.75000   | 100.90000  | -     | 0.10533  | 2.12372            | \$51,030   |
| 1/10/2022 | 8     | \$1,257,053 | 0.85000 | 102.72884    | 103.57884     | 101.75000   | 100.90000  | -     | 0.06710  | 1.89594            | \$34,303   |
| 2/9/2022  | 11    | \$2,007,393 | 0.85000 | 102.89980    | 103.74980     | 101.75000   | 100.90000  | -     | 0.12045  | 2.12025            | \$58,210   |
| 3/9/2022  | 10    | \$1,468,123 | 0.85000 | 102.44188    | 103.29188     | 101.75000   | 100.90000  | -     | 0.07680  | 1.61868            | \$35,850   |
| 5/9/2022  | 17    | \$3,187,200 | 0.85000 | 102.69414    | 103.54414     | 101.75000   | 100.90000  | -     | 0.16441  | 1.95855            | \$85,868   |
| 6/8/2022  | 6     | \$854,173   |         | 102.62329    | 103.47329     | 101.75000   | 100.90000  | -     | 0.04558  | 1.76887            | \$22,407   |
| 7/11/2022 | 7     | \$1,355,521 | 0.85000 | 101.62059    | 102.47059     | 101.75000   | 100.90000  | -     | _        | 0.72059            | \$21,967   |
| 9/9/2022  | 14    | \$2,058,306 | 0.85000 | 101.78499    | 102.63499     | 101.75000   | 100.90000  | -     | 0.11409  | 0.99909            | \$36,741   |
| 10/7/2022 | 4     | \$599,339   |         | 101.74135    | 102.59135     | 101.75000   | 100.90000  | -     | 0.07198  | 0.91333            | \$10,437   |
| 11/8/2022 | 8     | \$1,573,600 |         | 101.04293    | 101.89293     | 101.75000   | 100.90000  | -     | 0.06900  | 0.21193            | \$16,412   |
| 12/8/2022 | 5     | \$694,709   |         | 101.42801    | 102.27801     | 101.75000   | 100.90000  | _     | 0.04524  | 0.57325            | \$9,921    |
| 1/9/2023  | 7     | \$873,108   | 0.85000 | 101.72354    | 102.57354     | 101.75000   | 100.90000  | _     | 0.09326  | 0.91680            | \$15,048   |
| 2/8/2023  | 15    | \$2,253,454 |         | 101.90780    | 102.75780     | 101.75000   | 100.90000  | _     | 0.08429  | 1.09209            | \$42,991   |
| 3/8/2023  | 12    | \$1,839,989 |         | 101.83113    | 102.69969     | 101.75000   | 100.88143  | _     | 0.03952  | 0.98921            | \$33,693   |
| 4/10/2023 | 11    | \$2,034,137 |         | 101.20612    | 102.10282     | 101.75000   | 100.85330  | _     | 0.00412  | 0.35694            | \$24,534   |
| 5/8/2023  | 12    | \$1,897,722 |         | 100.90367    | 101.80367     | 101.75000   | 100.85000  | _     | 0.01905  | 0.07272            | \$17,149   |
| 6/8/2023  | 17    | \$2,978,748 |         | 101.03609    | 101.93609     | 101.75000   | 100.85000  | _     | 0.04117  | 0.22726            | \$30,863   |
| 7/10/2023 | 22    | \$4,326,565 |         | 100.89675    | 101.79675     | 101.75000   | 100.85000  | _     | 0.06153  | 0.10827            | \$38,798   |
| 8/9/2023  | 20    | \$3,927,809 | 0.90000 | 101.06432    | 101.96432     | 101.75000   | 100.85000  | _     | 0.14798  | 0.36230            | \$41,804   |
| 9/11/2023 | 30    | \$5,323,425 |         | 101.19784    | 102.09784     | 101.75000   | 100.85000  | _     | 0.09191  | 0.43975            | \$63,766   |
| 10/6/2023 | 24    | \$4,698,110 |         | 101.17059    | 102.07059     | 101.75000   | 100.85000  | _     | 0.06440  | 0.38499            | \$54,996   |
| 11/8/2023 | 21    | \$3,529,637 | 0.90000 | 101.15250    | 102.05250     | 101.75000   | 100.85000  | _     | 0.07077  | 0.37327            | \$40,679   |
| 12/8/2023 | 24    | \$3,923,423 | 0.90000 | 101.02476    | 101.92476     | 101.75000   | 100.85000  | -     | 0.06724  | 0.24200            | \$40,206   |
| 1/10/2024 | 18    | \$3,534,028 |         | 100.91719    | 101.81719     | 101.75000   | 100.85000  | _     | 0.17556  | 0.24275            | \$32,414   |
| 2/9/2024  | 36    | \$6,440,644 | 0.90000 | 101.07659    | 101.97659     | 101.75000   | 100.85000  |       | 0.04698  | 0.24273            | \$69,339   |
| 3/8/2024  | 19    | \$3,086,468 |         | 101.07039    | 102.08646     | 101.75000   | 100.83000  |       | 0.00965  | 0.27537            | \$35,683   |
| 4/8/2024  | 19    | \$3,000,400 |         | 101.04622    | 101.97307     | 101.75000   | 100.81300  | _     | 0.08289  | 0.30596            | \$31,587   |
| 5/8/2024  | 20    | \$3,682,801 |         | 101.04022    | 102.09821     | 101.75000   | 100.82310  |       | 0.02309  | 0.30390            | \$42,286   |
| 6/10/2024 | 22    | \$4,642,245 |         | 101.14021    | 102.16597     | 101.75000   | 100.80000  |       | 0.04303  | 0.45900            | \$56,448   |
|           | 10    |             |         |              |               |             |            | _     | 0.04303  |                    |            |
| 7/10/2024 |       | \$1,788,688 |         | 101.36078    | 102.31078     | 101.75000   | 100.80000  | -     |          | 0.60262<br>0.50109 | \$24,340   |
| 8/8/2024  | 16    | \$2,992,135 |         | 101.22027    | 102.17027     | 101.75000   | 100.80000  | -     | 0.08082  |                    | \$36,512   |
| 9/11/2024 | 19    | \$3,722,960 |         | 101.10838    | 102.05838     | 101.75000   | 100.80000  | -     | 0.14639  | 0.45476            | \$41,265   |
| 10/9/2024 | 22    | \$3,951,119 |         | 101.22268    | 102.17268     | 101.75000   | 100.80000  | -     | 0.13830  | 0.56097            | \$48,309   |
| 11/8/2024 | 21    | \$4,187,512 |         | 101.41522    | 102.36522     | 101.75000   | 100.80000  | -     | 0.12425  | 0.73947            | \$59,263   |
| 12/9/2024 | 14    | \$2,711,196 |         | 101.55669    | 102.50669     | 101.75000   | 100.80000  | -     | 0.04505  | 0.80174            | \$42,205   |
| 1/9/2025  | 19    | \$3,408,516 |         | 101.26895    | 102.21895     | 101.75000   | 100.80000  | -     | 0.16177  | 0.63071            | \$43,252   |
| 2/10/2025 | 11    | \$2,021,983 |         | 101.21223    | 102.16223     | 101.75000   | 100.80000  | -     | 0.05515  | 0.46739            | \$24,511   |
| 3/10/2025 | 8     | \$1,601,058 |         | 101.14445    | 102.09831     | 101.75000   | 100.79615  | -     | 0.07164  | 0.41995            | \$18,323   |
| 4/9/2025  | 2     | \$442,838   |         | 101.28353    | 102.28353     | 101.75000   | 100.75000  | -     | -        | 0.53353            | \$5,684    |
| 5/8/2025  | 6     | \$1,263,480 |         | 101.01566    | 101.99991     | 101.75000   | 100.76574  | -     | 0.18231  | 0.43222            | \$12,833   |
| 6/9/2025  | 5     | \$1,126,023 | 1.00000 | 101.22242    | 102.22242     | 101.75000   | 100.75000  | -     | 0.03618  | 0.50860            | \$13,765   |

Est HFA Gain\*: This is an estimate only DPA\*\*: For first mortgages where a DPA amount could not be found, a DPA loan of the percent based on program guidelines was assumed Premium\*\*\*: This is simply (Rate Lock Px - 100) / 100 \* Issue Bal

#### **COLLATERAL Original Balance Distribution Gross Rate Distribution Lock Volume By Property Category** <= \$100.000 \$550,460 \$95,000 1.1% 6.5000 6.6% **EXISTING** 37 \$7,911,256 95.4% <= \$150.000 \$626,145 7.6% 6.6250 \$1,014,158 12.2% 5 6 CONSTR UCTION <= \$200.000 \$1.379,738 16.6% 6.7500 \$378,000 4.6% 8 NFW \$378,000 4.6% <= \$250.000 12 \$2.646.523 31.9% 6.8750 6 \$1,297,325 15.7% CONSTR <= \$300.000 8 \$2,189,150 26.4% 7.0000 13 \$3.024.735 36.5% UCTION <= \$350,000 \$974,700 11.8% 7.1250 8 \$1.867.073 22.5% 3 > \$350,000 \$378,000 4.6% 7.3750 1 \$157,505 1.9% Max: \$378,000 || Min: \$95,000 || WAvg: Lock Volume By Product \$218,138 Balance SF-38 \$8,289,256 100.0% CONVENTION AL BORROWER **Annual Household Income Distribution Age Distribution FICO Distribution** <= \$40,000 2 \$260,345 3.1% <= 20 3 \$392,343 4.7% <= 660 \$206,055 2.5% <= \$50,000 \$95,000 1.1% <= 25 12 \$2,313,418 27.9% <= 680 4 \$647,765 7.8% <= \$60.000 \$128,040 1.5% <= 30 9 \$1,977,885 23.9% <= 700 3 \$519,990 6.3% <= \$70,000 6 \$1,065,970 12.9% <= 35 5 \$1,270,630 15.3% <= 720 7 \$1,552,913 18.7% <= \$80.000 5 \$1,129,830 13.6% <= 40 4 \$1,075,500 13.0% <= 740 2 \$467,905 5.6% <= 760 <= \$90.000 5 \$1,272,665 15.4% <= 50 \$222,550 2.7% 10 \$2,134,163 25.7% <= \$100,000 9.4% <= 55 2 7.2% <= 780 4 \$777,946 \$594,000 9 \$2,272,745 27.4% <= \$110.000 > 60 1 \$260,930 <= 800 2.6% 4 \$981,350 11.8% 3.1% \$213,210 4 Max: 69 || Min: 0 || WAvg: 31 <= \$120.000 \$996.410 12.0% > 800 \$274.510 3.3% > \$120,000 Max: 809 || Min: 655 || WAvg: 739 6 \$1.581.700 19.1% Max: \$136,395 || Min: \$35,900 || WAvg: \$89,447 Lock Volume By Household Size Lock Volume By Borr Ethnicity **Lock Volume By Marital Status** Size Count WHITE 27 \$5.886.715 71.0% Married 23 \$5,170,678 62.4% 6 \$1.387.585 16.7% 2 OTHER 52.1% \$953.328 11.5% Unmarried 13 \$2,675,648 32.3% 21 \$4,314,563 4 HISPANIC \$846.560 10.2% 2 3 5 14.9% \$442.930 5.3% \$1,231,415 4 Single AMERICAN INDIAN \$227,950 2.7% 4 2 \$555,750 6.7% 1 Lock Volume By Borrower Gender ASIAN 1 \$208,453 2.5% 5 3 \$640,400 7.7% **BLACK** \$166,250 2.0% 6 \$159,543 1.9% 1 F 21 \$4,390,931 53.0% М 12 \$2,654,595 32.0% 5 \$1,243,730 15.0%

# Arkansas Student Loan Authority (ASLA)





To: ADFA Board of Directors

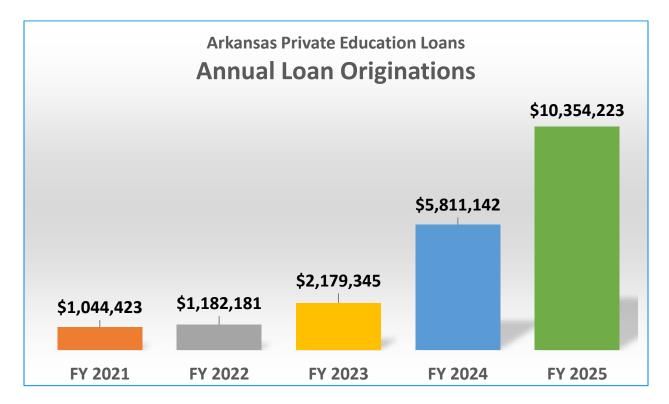
From: Tony Williams, Director - Student Loan Authority Division

Re: Monthly Board Meeting Memorandum

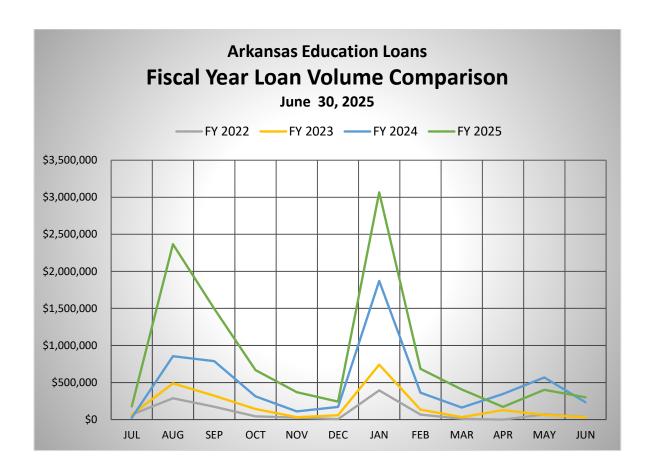
Date: July 8, 2025

#### **Private Education Loan Volume**

Private student loan volume for Fiscal Year 2025 reached \$10,354,223, which was an increase of 78% over the previous fiscal year. We expect strong growth to continue but at a slightly slower pace. Our goal for Fiscal Year 2026 is to increase loan volume by 50% over FY 2025, which equates to around \$15 million for the upcoming year.



Looking further into the future, the **One Big Beautiful Bill** recently passed by Congress eliminates the **Federal Grad PLUS Loan Program** for new borrowers beginning July 1, 2026. Federal Grad PLUS Loans are estimated to have funded close to \$60 million in education costs in Arkansas in the 2024-25 academic year. The upcoming void caused by the phase-out of Federal Grad PLUS loans will create a substantial need for graduate-level student loan funding. We will present more information in the future related to our plans to provide additional private student loan funding for graduate students.

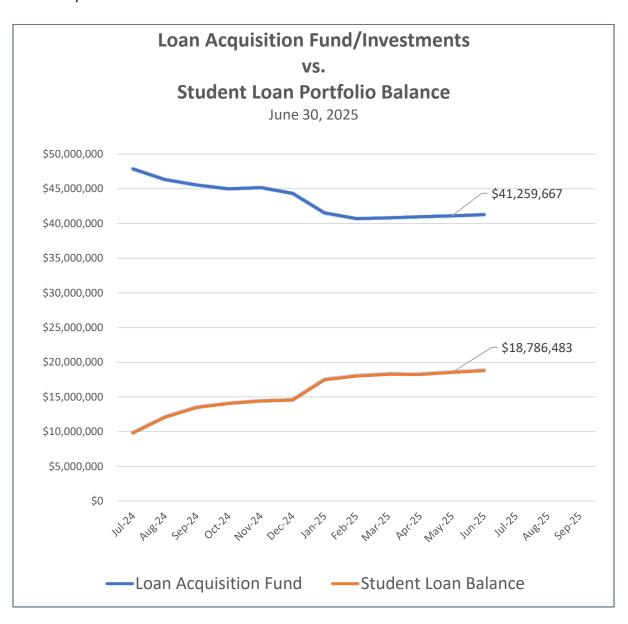


|       | ARK                                | AN:    | SAS EDUCA   | TIC       | ON LOANS    |    |               |  |  |  |
|-------|------------------------------------|--------|-------------|-----------|-------------|----|---------------|--|--|--|
|       | FY 2025 Originations/Disbursements |        |             |           |             |    |               |  |  |  |
|       | Student                            | Family |             | Refinance |             |    | Totals        |  |  |  |
|       |                                    |        |             |           |             |    |               |  |  |  |
|       |                                    |        |             |           |             |    |               |  |  |  |
| JUL   | \$ 108,087.00                      | \$     | -           | \$        | 69,174.00   | \$ | 177,261.00    |  |  |  |
| AUG   | \$1,512,780.00                     | \$     | 395,535.00  | \$        | 458,905.00  | \$ | 2,367,220.00  |  |  |  |
| SEP   | \$1,299,224.00                     | \$     | 196,977.00  | \$        | -           | \$ | 1,496,201.00  |  |  |  |
| OCT   | \$ 369,915.00                      | \$     | 81,627.00   | \$        | 216,071.00  | \$ | 667,613.00    |  |  |  |
| NOV   | \$ 248,656.00                      | \$     | 30,250.00   | \$        | 90,963.00   | \$ | 369,869.00    |  |  |  |
| DEC   | \$ 146,291.00                      | \$     | 5,000.00    | \$        | 91,033.00   | \$ | 242,324.00    |  |  |  |
| JAN   | \$2,502,015.00                     | \$     | 564,588.00  | \$        | -           | \$ | 3,066,603.00  |  |  |  |
| FEB   | \$ 609,165.00                      | \$     | 39,180.00   | \$        | 36,805.00   | \$ | 685,150.00    |  |  |  |
| MAR   | \$ 182,184.00                      | \$     | 40,143.00   | \$        | 183,393.00  | \$ | 405,720.00    |  |  |  |
| APR   | \$ 113,862.00                      | \$     | 1           | \$        | 57,954.00   | \$ | 171,816.00    |  |  |  |
| MAY   | \$ 159,907.00                      | \$     | 22,967.00   | \$        | 220,049.00  | \$ | 402,923.00    |  |  |  |
| JUN   | \$ 139,747.00                      | \$     | 5,000.00    | \$        | 156,776.00  | \$ | 301,523.00    |  |  |  |
| TOTAL | \$7,391,833.00                     | \$1    | ,381,267.00 | \$1       | ,581,123.00 | \$ | 10,354,223.00 |  |  |  |

#### Loan Acquisition Fund vs. Student Loan Portfolio Balance

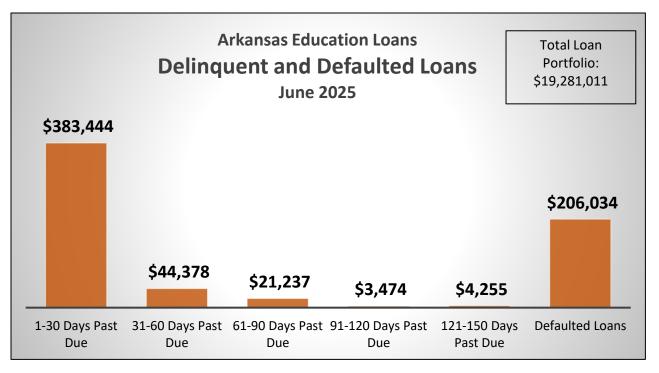
The graph below was created to show the relationship between the **Loan Acquisition Fund** and the total **Student Loan Portfolio Balance**. It may be obvious that as new loans are funded, the Student Loan Portfolio Balance increases and the Loan Acquisition Fund decreases. The two lines should intersect in early 2026 when the Student Loan Balance and Loan Acquisition Fund are both expected to reach approximately \$30 million.

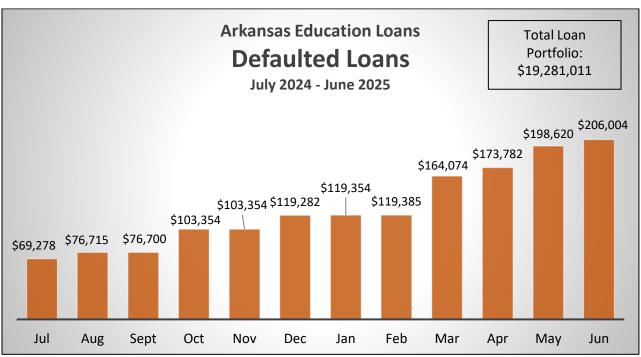
In the coming months, this information should assist in determining the timing of when additional funding should be pursued. Currently, we are anticipating a need for additional funding by the fall of 2026 or early 2027.

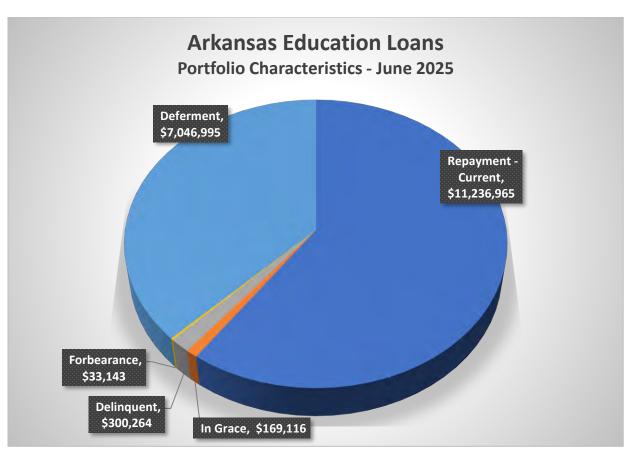


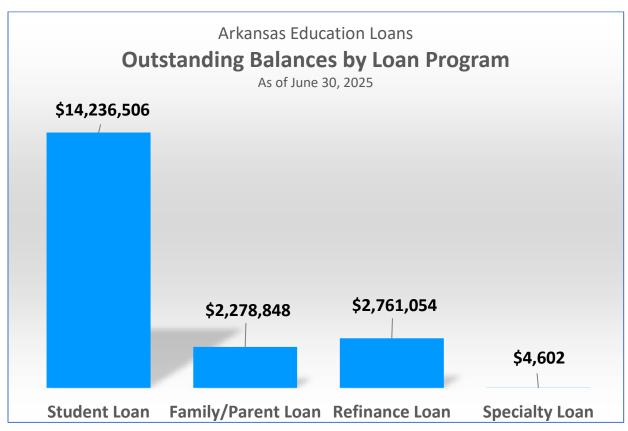
#### **Loan Loss Reserves**

ASLA recalculates its **Loan Loss Reserve** at the beginning of each fiscal year to account for the potential of increased losses as the total student loan portfolio increases. The Loan Loss Reserve is calculated as 7% of the total amount of outstanding loans. This year on July 1, the loan loss reserve was increased to \$1,315,100, up from \$679,560. There were no losses written off in Fiscal Year 2025 since the loans currently in default status have not been deemed completely uncollectable.









# **COMMUNICATIONS**





#### Memorandum

To: ADFA Board of Directors

From: Derrick Rose Date: July 7, 2025

Subject: Outreach and Communications Report

- I'm working with Lori to promote the Federal Housing Program's Developer Orientation Training, scheduled for August 28, 2025, at the Stonebreaker Hotel in Fayetteville, AR. The training will cover essential aspects of the 2025 Multifamily Housing Application process, including eligibility criteria, application requirements, and key deadlines. Through this joint effort, we aim to ensure that interested parties are well-informed and equipped to navigate the multifamily housing application process effectively. (See attached)
- I have been working with the Community Development Block Grant Disaster Recovery staff and their consultants to enhance digital outreach efforts. Key contributions include:
  - Incorporating PowerPoint slides and flyer graphics on their landing page
  - Refining language on the landing page for improved clarity and engagement
  - Integrating a survey link along with relevant text to encourage user participation
  - Developing social media posts on ADFA's Facebook and LinkedIn pages to increase visibility and engagement

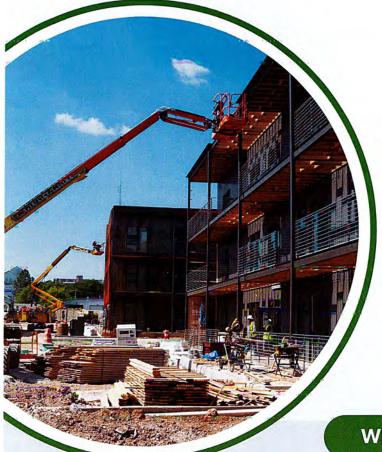
These efforts support the mission of the Disaster Recovery team, ensuring that relevant information and resources are easily accessible and shared effectively across various online platforms.

 Participated as a speaker at the City of Little Rock Housing & Neighborhood "Downpayment Assistance Lunch and Learn" event for real estate professionals, held on June 30, 2025, at the Willie Hinton Neighborhood Resource Center. During the event, I promoted ADFA's homeownership programs, highlighting the various initiatives and resources available to support potential homebuyers.



- Invited by Michael Wallace, Originating Branch Manager at CrossCountry Mortgage, to serve as the "Industry Expert" for Killer Williams Realty's lunch and learn event on July 1st. The event, attended by approximately 25 agents in person and streamed to another 200 participants statewide, provided an opportunity to share expertise and engage with real estate professionals, further promoting ADFA's programs and resources within the industry.
- News clippings follow this report.





# DEVELOPER ORIENTATION TRAINING

The training will cover essential aspects of the **2025 Multifamily Housing Application** process, including eligibility criteria, application requirements, and key deadlines.

This informative session is designed for developers, their management companies and stakeholders involved in the construction or rehabilitation of affordable housing in Arkansas and the long term affordability requirements of these projects.

Why Join Us?

Thursday August 28, 2025



Start From 09:00 am



End At **03:00 pm** 



Go to event page

Our goal is to equip attendees with the knowledge and tools necessary to successfully navigate the application process and contribute to the development of quality, affordable housing across the state.

Stonebreaker Hotel

163 North Cabin Ridge Fayetteville, AR 72201

lori.brockway@arkansas.gov



ADFA.ARKANSAS.GOV

### 

## State laws passed this year will take effect starting Tuesday New statutes cover range of issues at state agencies

June 28, 2025 by Michael R. Wickline

#### ADFA TRANSFER

Act 944 transfers the Arkansas Development Finance Authority from the state Department of Commerce and allows the authority to operate independently from a Cabinet-level department.

Mark Conine, the authority's president, said in a written statement that "With the passage of Act 944, ADFA has already experienced new market participants that are now willing to invest in Arkansas.

"The new law allows ADFA to attract new capital into the state and get affordable housing built in a more expeditious manner," he said. "Additional capital in housing equates to more affordable housing units being built and rehabilitated. Additional capital in venture capital means more investment in Arkansas start-up businesses which leads to more jobs. The ability to move faster in our partnerships with financial institutions and mortgage lenders across the state will lead to better awareness, rates, and loan servicing for Arkansans.

"ADFA also needs the ability to attract and keep talent," Conine said. "This new law allows ADFA to expand its reach and benefit more Arkansans with zero cost to the Arkansas taxpayer. Most other states have experienced the benefits of their housing finance agency being structured like ADFA under Act 944."

The authority currently has 46 employees, he said.

The governor signed House Bill 1797, sponsored by Rep. Howard Beatty, R-Crossett, into law as Act 944.

Act 477 also increases the number of vehicles several schools are allowed to have.

Other laws include a spending cap on lab services under the state's Medicaid program; an increase in the fee to obtain vehicle accident reports; and changes to the requirements for line of duty death benefits and student loan repayment assistance for certain state employees.

Another law moves the Arkansas Development Finance Authority out from under the Department of Commerce's umbrella into its own independent agency.



LOCAL NEWS Y CALENDAR EAB AG NETV

## Blind and Deaf school merger, higher ed changes take effect with new fiscal year

July 1, 2025



LITTLE ROCK — The merger of the Arkansas School for the Blind and Arkansas School for the Deaf is now official.

The Arkansas legislature approved the merger during their spring session with the merger taking place July 1.

The new school will be known as the Arkansas School for the Deaf and Blind, and will be led by a single superintendent.

Several other laws are scheduled to take effect today, which is the beginning of the state's new fiscal year. One of those is an increase in the number of positions for several universities and colleges including Arkansas State, the University of Arkansas, the University of Arkansas at Pine Bluff and Northwest Arkansas Community College in Bentonville.